

THE NATIONAL PROVISIONER

OFFICIAL ORGAN OF THE AMERICAN MEAT PACKERS' ASSOCIATION

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BOYCOTT MAY BENEFIT TRADE

What This Agitation Means to the Meat Industry

The boycott on meat, started in Cleveland last week, has spread with great momentum throughout the country. As indicated by The National Provisioner last week, the general effect cannot but be good so far as it concerns the packing industry. Nobody knows better than packers that the price of meat food products are too high, and nobody knows better that the reason is because the price of livestock is proportionately high or higher.

If the boycott agitation results in a decrease in the demand for meat which will so react upon prices that the livestock producer will be compelled to sell his raw material to the packer at a reasonable price, then the trade will have no cause for complaint, even if there is a temporary loss on products already packed. And if the lesson is suffi-

ciently strong it may induce the livestock raisers to be more temperate in their demands for a long time to come. If this should be the outcome the temporary disadvantage to the packer would be well worth while.

Meantime the packinghouse industry has nothing to fear from any fair investigation of the selling prices of its products, whether this investigation is taken up by Congress, a Government department, State legislature or any other competent authority. A fair investigation will quickly prove that the packers are making only a moderate profit, that almost double the capital is required in the purchase of raw material as was required two years ago, and that the supply of animals is not in keeping with the demands for meat.

LIVESTOCK CENSUS PROVES PACKERS' CLAIMS

The Bureau of Statistics of the United States Department of Agriculture this week gave out its estimate of the number of farm animals in the United States on Jan. 1, 1910, comparing them with a year ago. The showing has a very decided bearing upon the present price agitation.

The Government statistics show that there are 6,365,000 less hogs, 2,100,000 less cattle and 1,134,000 more sheep than a year ago. It should be borne in mind that while these tremendous decreases in the production of hogs and cattle have occurred, our population has probably increased from one to two millions. Taking into consideration also the fact that the weight of the animals has been less than the average, it will be realized that the loss to the country of meat food animals is highly important.

The figures show that on Jan. 1, 1910, there were 47,782,000 hogs in the country, compared with 54,147,000 a year ago; 47,279,000 cattle, compared with 49,379,000 a year ago, and 57,218,000 sheep, compared with 56,084,000 a year ago.

PHASES OF THE MEAT BOYCOTT.

The meat boycott which started last week reached its height during the current week, and from now on is expected to decline. Its result was to injure many small retailers by

of living. Just what all these movements will result in remains to be seen. It is doubtful if many of them are pushed to a profitable conclusion—indeed, that they were started with any honest purpose to get at the real facts. The trade, both wholesale and retail, will welcome all such honest investigations as helping to reveal actual conditions and put the blame where it belongs.

INVESTIGATION OF THE PACKERS.

A federal grand jury which met in Chicago on Monday was instructed by Judge Landis, of "20-million-dollar-fine" fame, to look into evidence which should be presented concerning the charges that meat packers were violating the anti-trust law. The organization and operation of the National Packing Company was the chief object of the inquisition, which was in charge of special Deputy Attorney-General Wade Ellis, of Washington, D. C., and several assistants.

Packers' employees were summoned to testify and the week was taken up in hearing their evidence and looking over books and records. In charging the jury Judge Landis warned it not to read or take any stock in sensational newspaper reports. He said:

Without assuming here officially that there is anything behind these publications except journalistic enterprise, I caution you to pay no attention whatever to them, as it will be your duty to conscientiously refrain from making any disclosure of matters transpiring in your jury room. Every consideration of decency and justice requires the observance of this admonition by you and everybody connected with your work.

Such disclosures and publications not only tend to obstruct your work but they are positively wrong to an individual whose conduct is being inquired into. This is so for two reasons—in the first place, if he is indicted he ought to have a right to trial by jury taken from an atmosphere that has not been surcharged with feeling against him; and, in the second place, if he is not indicted it is not right that it should be published from time to time that evidence showing him guilty of criminal conduct has been presented to the Grand Jury.

The week was taken up in hearing witnesses, who were chiefly salesmen and livestock buyers employed by Chicago packers. The object of questioning was evidently to uncover collusion between different firms. Books were also examined to discover if the National Packing Company was an illegal form of holding company. Packers' attorneys expressed confidence that nothing would come of the investigation, and that no illegal acts could be discovered, as none had taken place. Packers have been exceedingly careful to comply with the law and with court rulings.

A discussion of the effect of the prevailing meat agitation on provision and other markets in which The National Provisioner's readers are interested will be found in our regular market reviews on pages 25, 27, 29 and 30 of this issue.

RUNNING A BRANCH HOUSE

Comment and Criticism on Selling and Operating Methods

By a Branch House Manager.

[EDITOR'S NOTE.—This is the second of a series of articles on the commercial phases of the packinghouse industry which The National Provisioner hopes to publish from time to time. The first, entitled "Consignee or Branch House," appeared in the issue of June 5 last. Those in the trade who may be interested in these topics are invited to criticize what may appear, or submit their views on the various subjects discussed.]

The distribution or sale of packinghouse products is an important item in the management of a packinghouse, perhaps the most important. One of the developments created in consequence of this condition is the branch house. It is, to use a common expression, an extremely lively proposition, and often productive of more real trouble and anguish of mind than any other part of the business.

The proposed branch house is an extremely interesting if not fascinating question, but not nearly so much so as the already-established branch house. The fascination in the latter instance, however, is of the order exerted by a rattlesnake over its intended victim. Some branches are in operation and some alleged—which latter, being interpreted, means, "Is it me who runs the shop, or does the shop run me?"

New York City is the biggest home of the branch house, and the biggest beneficiary, as it were, for the reason that without the branch house New Yorkers would be paying nearly as much for packinghouse products as do the people living in the town in which the parent house is located. But with the branch house so much in evidence they pay considerably less, as a rule.

Branch houses were first established for the purpose of disposing of as much fresh and other packinghouse products as possible at a respectable profit. But the business has now apparently become one of supreme effort to dispose of the stuff at as big a loss as possible. This is enhanced by a wild, unbridled desire to increase the volume thus disposed of. And the greater the volume the bigger the loss, we find after due deliberation and considerable figuring. This may seem strange, but it is a fact, nevertheless.

Anything to Sell the Stuff.

There is no place on earth, probably, where buyers have such a "cinch" as have those in New York. It is the rule with them to buy at their own price and in some cases the sellers "shade" that—any old thing so that the branch house shows tonnage. The cost of live stock never enters into the question of selling at all. Make the tonnage, that's all.

The more stuff sold the greater the tonnage. Remember this pointer; it will save you a lot of figuring, and is reliable—warranted. If you cannot sell it, give it away, which will show that you have ability as a salesman. It is quite a trick to sell goods at the buyer's own figure, and refrain at the same time from shading his price an eighth or a quarter of a cent. It takes a good man to resist the temptation.

Branch house experience makes the speculative blood in your carcass run riot through your veins, and you just cannot help selling stuff. Real salesmen, however, are born, not

made—it runs in the blood, like wooden legs.

Seriousness aside, however, let us get down to the joke of it. "The distribution or sale of packinghouse products is an important item," we stated at the outset, and it is. But we ought to add—at a profit. Selling goods is not quite all that is necessary; getting the price is what counts.

And to accomplish this your goods must be of the best quality in every respect, and put up in the best possible shape as regards wrapping, containers, etc. Also, the condition must be first class; that is, as regards proper chilling in the first place, and subsequent refrigeration in the case of fresh meats; uniform cure, particularly as regards pickled meats; new cure, etc., following close.

Smoked meats, sausage, and that sort of thing cannot be shipped long distances and maintain the appearance and freshness necessary to compete with local product. Shipped fresh meats should be wrapped in tough wax or parchment paper and packed so that the tearing of the paper is minimized. Neither should this paper be removed until the meat is ready to be handed over to the consumer, as exposure to the air darkens pork products several days old, so much so as to make their appearance extremely uninviting.

Have a Sausage Plant and Freezer.

It would pay every packer establishing branch houses at long distances from his plant to include in each of them a sausage making outfit and pickling arrangements, to say nothing of a freezer, if possible. At any rate, the two former, which would mean very little additional expense, and would prevent considerable loss at times through the agency of the pickling department, and prove a source of profit all the time as regards the sausage-making end of the proposition.

Another ironclad rule should obtain in all branch houses; and that is: In every instance, without an exception, the oldest stock should go out first, even if the difference be but a day. Remember every hour counts, especially the closing hours. If the older lot is kept over tonight, it is twelve hours older tomorrow morning, and a whole lot of deterioration in many cases, is possible in twelve hours. In fact, the difference between marketable and unmarketable stuff may develop.

This rule should apply to everything in the house, whatever class the goods may belong to. Too frequently but little attention is paid to the most important feature. Not only in branch houses should this rule obtain, but in the packinghouses; jobbing houses, butcher shops, and so forth.

Perhaps in no other instance is genuine refrigeration in its every particular so desirable as in the shipped fresh meat business, not only en route, but on its arrival, and too much stress cannot be laid upon this point. Temperature must be maintained in the branch house coolers, and there must be thorough ventilation also. Otherwise meats will become slimy, an extremely undesirable condition. Proper refrigeration will defer this

condition for a surprising length of time, as compared to inefficient or improper refrigeration.

Temperature alone is not sufficient. Circulation of good air is equally necessary, it must be remembered. In fact, it is imperative if the best results are desired. Carelessness or ignorance as regards these facts is frequently responsible for big losses.

"Dry" fresh meats, such as pork loins, butts, spareribs, picnics, etc., should be kept in the cooler separate from such material as iced fresh meats—such as plucks, for instance—which as a rule are shipped in slack barrels with ice, and consequently are productive of an exceptional and undesirable amount of moisture. Fresh sausage should be kept in a dry, low temperature, and in the first place should never be packed until thoroughly chilled, but not frozen.

Widely fluctuating temperatures must be avoided at all hazards in the handling of fresh meats, to keep them in good salable condition for several days. Hauling fresh meats through the streets sometimes thus exposed for hours, should be avoided as much as possible, especially when the outside temperature is several degrees higher than that of the refrigerator car or cooler from which the meat is taken. Equally so should freezing be avoided, unless continued as in the case of "freezer" storage.

Water—moisture—is a deadly foe to fresh meats, especially pork. A cooler temperature of from 33 to 35 deg. Fahr., is mostly desirable with proper ventilation, for fresh meats. The serum is coagulated but not frozen, and the fiber of the meats is in the best possible condition for immediate use in the kitchen, to give the most satisfactory results on the table. It is well to remember that ultimately all meats are to be eaten in some shape or other, and upon the satisfaction they give the consumer depends the success of the manufacturer.

GERMAN TARIFF AND MEATS.

The daily press has been agitated this week over the prospect of a falling out between the United States and Germany, over a renewal of tariff relations under our new tariff law. It has been stated that the question of admitting American meats to Germany was the only point of difference between the two governments. The Tariff Board has been in conference with the President this week and a statement was issued from the White House on Wednesday that there was no likelihood of trouble with Germany over the tariff. Just what this means remains to be seen when the new agreement is made public.

WOMEN PLEDGED TO USE OLEO.

The members of a woman's club in Cincinnati have pledged themselves to use on their tables oleomargarine instead of butter. The services of a skilled dietitian will be secured that each mother of a household can get the maximum of nourishment at the least cost. This club will co-operate with others which are trying to have each woman's club in Cincinnati and vicinity take part in the crusade against high prices on butter, etc. Watch the "Wanted" page for business chances.

ASK HEARING ON OLEO BILL

First Move in Congress Fight Against Butter Trust

The active campaign in Congress to get a square deal on the open market for oleomargarine, and to break the market monopoly of the butter trust, began last Saturday when Congressman Burleson of Texas appeared before the House Committee on Agriculture and demanded a full hearing of the matter before the committee on his bill.

This bill, recently published in the columns of *The National Provisioner*, provides for a repeal of the 10-cent tax on colored oleomargarine and a uniform tax of 2 cents per pound on both colored and uncolored product, which is to be put up in small packages bearing the government stamp and also the word "oleomargarine" imprinted in the product. The measure is framed not only to do away with the 10-cent tax which gives butter a monopoly of the market, but also to prevent the fraudulent sale of oleomargarine as butter, and the defrauding of the government through non-payment of revenue. It still gives butter the benefit of a 2-cent margin against its competitor. Many believe there should be no tax at all.

Congressman Burleson introduced this measure at the instance of the Inter-State Cottonseed Crushers' Association, which this year has taken the lead in the fight, and up to date the most active and effective part. He appeared before the House Committee on Saturday in behalf of his bill, and in view of the prevalent agitation over the high cost of living his declaration concerning the effect of the existing oleo tax law on the cost of living is of much interest. He charged that the law has much to do with one phase of the increased cost of living, and went on to say:

Congressman States the Facts.

In 1901 there was being manufactured in this country 130,000,000 pounds of oleomargarine—a wholesome, clean, chemically pure food product, the constituent parts of which are oleo fat from beef, cottonseed oil and pure creamery butter. This product paid a uniform tax, on colored and uncolored, of two cents a pound, which in addition to certain license taxes, provided for the government about \$3,000,000 of revenue a year.

Oleomargarine entered into competition with butter, being used extensively by the laboring people throughout the country, as well as by the people generally of the South and Middle West. The price of oleomargarine at that time was from 12 to 18 cents a pound, and butter was from 20 to 30 cents a pound. The National Dairy Union, being anxious to destroy the competition, inaugurated a propaganda on behalf of restrictive legislation against the manufacture and sale of oleomargarine.

It is said that a vast sum of money was spent in support of a stupendous lobby, which finally prevailed upon Congress to enact the present oleomargarine law, which levies an unjust, burdensome and oppressive tax upon oleomargarine, the result of which was to diminish the production thereof within a few years by 66 2-3 per cent. One of the resulting effects of this legislation was the injury which came to the producers of cottonseed oil and beef cattle.

The people engaged in the production of cotton and beef have always felt that this was a vicious species of class legislation, having no justification in good morals, and they indulged the prediction at the time the bill was passed that it would result in a merciless butter trust, which would demand an exorbitant price for butter. Butter is now selling for from 28 to 48 cents a pound. Two years ago I introduced a bill to repeal the present law and relieve this legitimate industry of the

unjust burden that had been placed upon it.

Speaking for the Interstate Cottonseed Crushers' Association, the cattle associations of a number of Western States, the National Association of Retail Grocers and a number of cotton producers' associations and unions, chambers of commerce and boards of trade in the South and West, which by resolution have protested against this legislation and urged its repeal, I ask that this committee fix a day for a hearing, with a view that both the advocates and opponents of the measure I have introduced for the repeal of the oleomargarine law may be heard.

I also direct attention to the fact that numbers of labor organizations in New York, Milwaukee and elsewhere have adopted resolutions favoring the repeal of this law. They feel that in large part the workingman has been compelled to bear the burden of its continued operation.

Agitation Will be Kept Up.

The House Committee will be asked to grant further hearings on this bill, and the lead taken by the cottonseed oil interests will be followed by the packers, the butchers, the livestock associations, labor organizations and representatives of consumers who are protesting against 40 and 50-cent butter prices fostered by this discriminatory tax law.

It is an incident in the food price agitation much commented upon that the price of butter has this week been materially marked down by the central agency of the butter trust at Elgin, Ill., and that this mark-down has been followed all over the country. The food boycott is named as the cause of this cut; many believe that growing apprehension which butter interests feel that the oleomargarine campaign will succeed is what has moved the trust to lower butter prices, in order to lessen discontent among consumers and decrease the pressure brought upon legislators at Washington.

The New York Times, a recent and active convert to the cause of oleomargarine, this week comments editorially on the meat boycott, pronouncing it impracticable, but says that butter prices can easily be brought down by the general use of oleomargarine. The small sympathy the Times has for butter may be gathered from what the Times says, which follows:

Advises Consumers to Buy Uncolored Oleo.

Only in a single dispatch and that one from the estimable and beautifully named, but not very large or celebrated, town of Naugatuck, Conn., has there been revealed appreciation of the fact that, however it may be with other high prices, the price of butter can be brought down to a reasonable point just as soon as people are willing to use a little sense.

For meat there is no adequate substitute, and he who refuses to buy it enters upon a course of starvation, more or less mitigated, of course, but still real, and sure to produce disastrous consequences if it is kept up long enough. The case of butter, now, is different, for, while that, too, is an excellent food, it can be perfectly replaced by another, oleomargarine, which is not less wholesome, less palatable, or less nutritious—which is, indeed, precisely the same thing in every material respect, and is different only in that it can be more cheaply produced in larger quantities and sold at a lower price.

It is not stated that the Naugatuckers, or the Naugatuckese, or the Naugatuckians, whatever they may call themselves, have turned from the substance which is at present outrageously "high" in one sense unless it is even more outrageously "high" in another, to its humble but honest rival. To do so would

be much wiser than to go without a needed source of calories.

In this instance, the only sacrifice required is that of a stupid prejudice, and since an iniquitous law imposes a ten-cent tax on oleomargarine artificially colored precisely as most butter is artificially colored, the wise thing to do is to buy the uncolored product, upon which the tax is only one-fourth of a cent. It is no better, but it is just as good, and it looks as well—or would except for a delusion that in the case of butter yellowness and excellence necessarily go together. They by no means do, either in real butter or in the so-called imitation.

Oleo Law and Revenue Frauds.

That phase of the oleomargarine discussion having to do with the failure of the federal tax law as a revenue producer is discussed in the following letter received this week from a New York merchant who has been figuring it out. He says:

New York, Jan. 27, 1910.

Editor *The National Provisioner*:

I have no desire unduly to encroach upon your valuable time, and perhaps more available space, but I am prompted to supplement your recent articles on the oleomargarine question by calling renewed attention to the facts disclosed by the report of the Commissioner of Internal Revenue issued not long ago.

By that report it appears that the total tax on oleomargarine collected during the last fiscal year, exclusive of license fees, was \$638,859. Of this amount the artificially colored goods paid \$422,877, but as there was withdrawn (and tax paid) only 3,275,968 pounds, it is evident that nearly \$100,000 of the amount represents fines, etc., and the amount really, to give correct understanding, should be \$327,596, as this goods is taxed at 10 cents per pound. In any event the tax revenue is about 16 per cent less than it was during the preceding year, which would tend to indicate a decreasing sale of the colored goods.

But against that proposition stands the fact that dealers in colored goods increased, as they have been doing steadily during the past years, while the revenue has been decreasing.

Now when the sales of any commodity are increasing, and the revenues therefrom growing less, good business prudence would demand to know the reason. I think it will be conceded by anyone conversant with the facts that at least 75 per cent of all oleomargarine consumed reaches the consumer in colored form. My own idea is that these figures are too low, but I am willing to be guided by those more competent to judge.

Treasury Defrauded of Millions.

There was withdrawn and tax paid at the rate of 1-4 cent per pound, 86,221,310 pounds of uncolored oleomargarine, of which it is estimated 75 per cent was consumed in colored form. Hence there were 64,665,966 pounds that should have paid the 10-cent tax but did not. And this at 9 3-4 cents per pound (the difference between what it should pay and what it did pay) is \$6,224,937—and never mind the cents. Over six million dollars of which the treasury has been defrauded, and to help pay which our socks are taxed 70 per cent ad valorem by the tariff law! Should these figures appear to be "Cook-ed," and the calculations seem not to sustain the facts, let us get down to bed rock facts, about which there can be no question.

There was withdrawn for taxation last year 89,497,278 pounds of oleomargarine, on which there was paid \$473,149 tax. Had the government collected a uniform tax of 2 cents per pound, as it did before the butter trust put the present discriminating (and in most cases incriminating) tax on the product, it would have collected \$1,789,945. So that on the most conservative estimate that can possibly be made the butter trust kept out of the treasury last year \$1,316,796—rather a snug sum, at that.

The sugar trust is not alone in beating the treasury, and when we consider the increased

profits on butter that this law has brought to the trust, the milk trust is an innocent kid beside it.

As tending to sustain the greater proposition, the commissioner reports that he collected nearly \$104,000 of revenues that were not paid by stamps. That is, that his department succeeded in rounding up something like a million pounds of "moonshine." But he admits the inability of his department to get anything like a complete clean-up and says that the situation is steadily getting worse.

When the government puts such a heavy premium on crime, it cannot complain if criminals increase and multiply. Why not, then, remove the cause and effect a cure? Let Congress repeal this 10-cent tax, increase its revenue and stop fraud.

PACKING IN THE SOUTH.

One of the direct results of the invasion of Southern cotton fields by the cotton boll weevil is the organization of a local meat packing company at Natchez, Miss., to be capitalized at \$100,000. The capital stock to this amount has been underwritten by the local banks, and a charter of incorporation will be applied for. Stock in the plant will be purchased by citizens of Natchez and vicinity.

The discussion leading up to the organization of the plant brought promises from the farmers within a radius of 100 miles of Natchez to raise hogs, cattle and sheep for this plant. Ground for the abattoir pens and range will be bought and the plant installed and in operation before next fall. This is among the first of a series of small packing-houses which the South hopes to build to stimulate varied farm production and the raising of home livestock and meat supplies, at the same time providing home markets for farm products of the South.

A cottonseed oil mill is to be established at Marshallville, Ga., by S. H. Rumph.

The recently organized soap company at Eagle Grove, Ia., has started its plant.

The fertilizer plant at Outhbert, Ga., of the Southern Cotton Oil Company has been destroyed by fire.

The Union Slaughtering Company, Houston, Tex., has increased its capital stock from \$15,000 to \$40,000.

The South Atlantic Fertilizer Company, Savannah, Ga., has changed its name to the Savannah Chemical Company.

The United States Packing Company, Chicago, Ill., contemplate establishing a poultry packing plant at St. Joseph, Mo.

The erection of a cotton oil mill and fertilizer factory at Douglas, Ga., is contemplated by Mr. Hiscock, of Atlanta, Ga.

Swift and Company have purchased property at Pacific and Davis streets, San Francisco, Cal., on which a branch house will be erected.

Crawford Guano Company, Crawford, Ga., has been organized with a capital stock of \$10,000 by J. A. Roland, E. P. Burt and P. W. Hudson.

George Reynolds, a prominent stockman, is organizing a company at Alturas, Cal., for the purpose of establishing a meat packing plant.

W. H. King, J. P. Green and N. R. Hendrix are promoting the establishment of a slaughterhouse and cold storage plant at Sherman, Tex.

TRADE GLEANINGS

The Eutaw Chemical Company, Baltimore, Md., has been incorporated with a capital stock of \$5,000 by W. M. Wood, J. J. Malone and C. M. Owens.

The Edible Product Company and the Nucos Butter Company have purchased the plant of the International Tin Company at Bergen Point, N. J.

The Farmers' Cotton Oil Company, La Grange, Ga., recently incorporated with a capital stock of \$30,000 will erect building and instal machinery.

The Marianna Land and Cattle Company, Marianna, Ark., has been incorporated with a capital stock of \$15,000 by T. G. Landis, T. D. Watkins and others.

The Maryland Sanitary Packing Company, Baltimore, Md., has been incorporated with a capital stock of \$5,000 by L. Sander, L. V. Hartlove and Sophia Baquol.

The Newark Packing Company, Newark, N. J., has been incorporated with a capital stock of \$25,000 by A. A. Griffith, D. W. Brooke, Newark, and F. Hicks, East Orange.

A petition in bankruptcy has been filed by the Aberdeen Oil and Ice Company, Aberdeen, Miss., through its attorneys. The company has been in the hands of a receiver for the past month.

The Cudahy Brothers Company, Chicago, Ill., has been incorporated with \$5,000 capital stock to deal in meat and other packinghouse products. Patrick Cudahy, J. C. Buckland, D. C. John, Jr., are the incorporators.

The D. B. Martin Company, Richmond, Va., has been incorporated with a capital stock of \$50,000 to establish a fertilizer plant. J. J. Martin and H. Lammertz, of Philadelphia, and W. S. Rhodes, of Richmond, are the incorporators.

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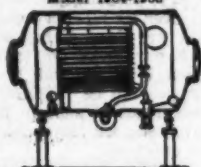
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WANT LIGHT ON THE LAW

The investigation of certain packers at Chicago by a Federal Grand Jury may have more important results than some of its similar predecessors. It is the almost unanimous opinion of the meat trade that the particular packers at which it is aimed have nothing to fear from the outcome, and whatever the result it cannot materially affect the trade either as a whole or any part. But the interesting feature of the possible outcome is the legal effect it will have upon present forms of corporations.

The corporation is practically a new creature of the law, and the last ten years

have seen a wonderful development of its possibilities. From its simplest original form of a co-partnership of several persons, having an interest in a business according to the number of shares they hold in it, the corporation has been used and developed in so many ways that it is difficult to keep record of them all. But one of the most popular forms is that of the holding corporation, or parent company, holding stock in one or more minor corporations. The effect of such a holding company is of course far-reaching, but it has come to be a recognized part of our general corporation system.

Just what this means under the law has not been clearly determined. How such corporations may be owned, controlled, operated and extended is a matter which is puzzling the best legal minds in the country. That this is so is borne out by the frequent demands made by the last and the present Administration at Washington to find new laws which would meet the new corporation conditions. In other words, it is not clearly known either by lawyers or business men just what the functions of a corporation may properly be. The courts have not definitely decided some of the most important points in this regard, and until they have so decided both the legal profession and the commercial interests will not know clearly just how to proceed in corporation management.

It is for this reason that the present investigation at Chicago may assume interesting proportions. It may clear up some of the doubtful points which affect all large corporations in all lines of industry, and may result either in a clear exposition by the courts as to how corporations may proceed under present laws, or it may bring out suggestions for new statutes.

It seems unfair, however, that the meat packing industry should have to bear the brunt of so many of these test cases, especially as the packers have been almost uniformly successful in defending them. It is given out in Washington that the Department of Justice will bring prosecutions against all corporations indulging in what the newspaper correspondents call "vicious practices." These are defined as corporations which either control the selling price of the product in combination or which endeavor to limit or control output.

Neither of these definitions will fit the packers, either large or small, but nevertheless another attempt is being made to prove that they do. The packers will have to pay the enormous expense of the defense. Meanwhile the prosecution is accompanied by the usual outcry of the newspapers against meat prices, and so long as the agitation is kept up against even a few of the packers the entire trade will have to suffer.

COTTON OIL SITUATION

The trend of the cotton oil market during recent weeks has been watched with anxious interest by crude oil mill men. The season just closing has not been at all satisfactory to crushers as a whole, in spite of the high prices for oil which have ruled. The farmer, sitting in the driver's seat, has demanded prices for his seed in conformity to general market conditions, and has refused to sell until the miller met his figure. Seed has been scarce, anyway, particularly in the Southwest, and the crush of many mills has hardly been sufficient to make the season's operations seem worth while.

Crushers have endeavored to pattern after the farmer, and hold out for prices for their crude oil which would at least pay cost of manufacture. Conditions in the oil and grease markets, and until recently in the cotton market, have favored them. They have been enabled to sell their crude at record figures, whatever their net returns may have been. The late smash in cotton threatened to upset their resolutions—that is, of those who had any oil left to sell. But the effect of this cotton slump was largely sentimental; it did not and could not affect the fact, as claimed by the crude mills, that there was very little oil left to market. It is said that since the first of the new year the crush has been remarkably light, and reports come in from all sections of mills closing down weeks and months ahead of time, because of lack of seed.

With as little crude on hand as appears to be the case, the millers seem to be in a situation to hold out for what they consider fair prices for their oil. Consumption of cottonseed oil during the season in edible channels has been of record-breaking volume, and indications do not seem to point to any material reduction in such demand. If there is, as claimed, but a remnant of crude to market, the mills would appear to be justified in their expectation of better prices for the oil they still hold.

WHAT THE FIGURES SHOW

In connection with the general assault on the meat trade now being made by the newspapers, the fact that we export beef while we claim there is a shortage in supplies is pointed to as proof of trust manipulation. England is our chief and almost our only foreign beef customer. Reports just received from London show that imports of American refrigerated beef during 1909 suffered an enormous decrease, amounting to 28,990 tons, while in the same period imports of chilled beef from Argentina increased 28,230 tons. At the same time 7,700 tons more of British home-grown beef and mutton were marketed than in the previous year.

PRACTICAL POINTS FOR THE TRADE

EDIBLE OILS AND SOAP MATERIALS.

The following list of questions has been received from a reader of The National Provisioner, who evidently possesses a thirst for knowledge, and is not backward in acknowledging it. He asks:

Editor The National Provisioner:

Please answer the following questions as far as you can in your earliest convenient issue:

1. What are the proportions of oleic acid, stearic acid and glycerine in tallow and grease, and how does the quantity of one ingredient affect the other?

2. What is "titer," and how does it compare to stearic acid in tallow or grease?

3. What are the proportions of oleo stearine and oleo oil in the producing fats?

4. What are the proportions of oil and stearine in lard?

5. What is the difference, if any, between the stearic acid in tallow and grease, and tallow and grease stearine?

6. What is the difference between oleic acid and red oil?

7. What is the meaning of total fatty acids, and of what do they consist in tallow, grease and cottonseed "soapstock," 50 per cent. and acidulated?

8. What is the per cent. of refined oil obtained from crude cotton oil?

9. What is the difference between 50 per cent. "soapstock" and the acidulated foots?

10. What changes are undergone in tallow and grease in soapmaking and candle-making?

11. What are the commonly called "lard compounds?"

12. What does butterine consist of?

13. Are butterine and oleomargarine identical?

14. Of what do the following consist: Corn oil, coconut oil, palm oil?

These questions are briefly replied to as follows:

1. The proportions of oleic, stearic and palmitic acids in tallows and greases are governed entirely by the quality of the raw material. The greater the percentage of free fatty acid in tallow the less the percentage of glycerine therein.

2. Titer is what is known as the hardening point of fats. High grade tallows have the highest titers. Prime packer's tallow has a titer of, say, 43 degs. to 44 degs.; stearic acid has a titer of 50 degs. and over; while greases vary from 37½ degs. to 41 degs., according to the character of the raw material.

3. The proportions of oleo oil and stearine vary according to temperatures encountered (room, stock, etc.), pressures used and time the material is in the press. Stearine will

run about 45 to 55 per cent., the balance being oil, aside from a loss of 2 or 3 per cent., which is unavoidable.

4. The proportions of oil and stearine in lard vary the same as they do in oleo stock, and for the same reasons.

5. Stearic acid and stearine.—Stearic acid is one of the solid fatty acids and exists as a glyceride (stearine) in most fats, and is especially abundant in the more solid kinds, such as mutton and first-grade beef tallows.

6. The constituents of fats are oleo, stearic and palmitic acids. Red oil is an oil produced from tallows by pressing, the balance being stearic acid or stearine and glycerine. Good tallow will contain 45 per cent. stearic acid, 45 per cent. red oil, 8 per cent. glycerine and about 2 per cent. will cover the loss in manipulating the tallow stock.

7 and 9. "Total fatty acids" is the total amount of saponifiable acids in tallow and grease, and it is governed by quality, as stated in answer to question No. 1. Soap stock is sold on a basis of 50 per cent. fatty acid, while acidulated grease runs 90 to 98 per cent. fatty acid.

8. The percentage of refined cotton oil obtained from the crude oil varies according to the quality of crude; as low as 3 per cent. shrink has been shown. Six or 7 per cent. might be said to be around the average shrink. However, the yield is according to quality and process used.

10. The chemical composition of soap may be explained briefly as follows: The fixed fatty bodies—stearine, palmitine and oleine—when heated with alkaline solutions, undergo the remarkable change known as saponification, in which process the fats yield up glycerine. The stearines yield stearic, palmitic and oleic acids, and so on throughout the process chemical changes occur, too lengthy to discuss here.

11. Lard compounds are made of beef fats, lard and cottonseed oil; in fact, any edible fats, lard predominating, however.

12 and 13. Butterine (as the term is defined in the trade) is made of oleo oil, neutral lard and milk. Oleomargarine is composed of oleo oil and milk, and sometimes prime summer yellow cottonseed oil. The processes vary, according to ingredients used. Loosely speaking, the terms "oleomargarine" and "butterine" are interchangeable.

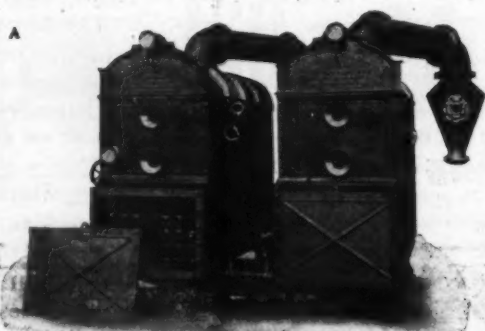
14. Corn oil is one of the numerous by-products of maize or Indian corn. Glucose, starch, spirituous liquors, etc., are some of the products. It is used for edible and soap-making purposes. Corn oil is skimmed from the mash in distilleries the day before it is distilled.

Cocoonut oil is made from the kernel of the cocoonut, which is ground and boiled a short time and the resultant paste submitted to great pressure extracting a milky juice which is slowly boiled, and as the oil separates and rises to the top it is skimmed off. Most of this oil comes from Ceylon. It is used in the manufacture of soap and candles principally, but in the last few years it has been deodorized and is now a prominent European edible product.

Palm oil is made from the fruit of the palm tree, the pulp of which is crushed and then boiled, yielding an oil which when chilled acquires the consistency of butter, and is one of the chief solid fats of vegetable origin. It is used in the manufacture of candles and soaps and for lubricating purposes. Fresh and sweet it is an edible fat of the first order, and can be used in the manufacture of butter substitutes. The kernel of the nut produces an oil called palm-nut oil, which is also an article of commerce.

Summing up the whole subject: The value of tallows and greases is based upon the titer and free acid tests. Those low in the former and high in the latter are of the least value. The titer test determines the solidifying point of the material, and the free acid test denotes the state or stage of decomposition. Ordinary tallow runs 41½ to 43 titer; oleo oil, 40 to 42 titer, and oleo stearine, 50 to 52 titer.

Stearine is the solid part of the stock pressed, containing more or less olein according to the degree of pressure the stock has been subjected to. Ordinary tallow stearine melts at from 125 to 131 degs. Fahr. It is converted into soap by boiling with caustic soda, requiring 18 to 19 per cent. to saponify it. Pure stearic acid stearine melts at 158 degs. Fahr., while palmitic acid stearine melts at 143 degs. Fahr. Commercial stearine has a melting point varying from 136 degs. to 145 degs. Fahr., according to the character of the fats from which it is obtained and the extent to which it is freed from oleic acid.



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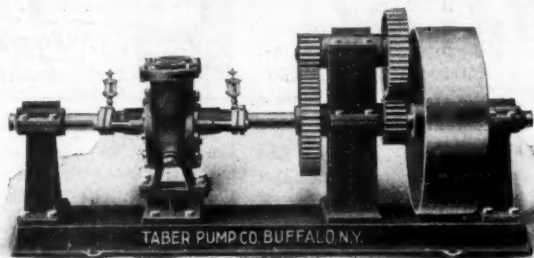
FOR PURCHASING DEPARTMENTS

ROTARY PUMP FOR LARD FILLER.

A novelty in lard equipment is a special double back geared pump recently designed for lard filter work by the Taber Pump Company of Buffalo, N. Y. It is believed by the makers that this is the first rotary pump ever designed that will operate successfully for filter press work. The pump shows a capacity of 40 gallons per minute and a pressure as high as 60 pounds is obtained. The

question, be one of the finest markets in the West.

The Brecht Company reports many other big contracts for cold storage rooms of extraordinary size, and that their immense refrigerator factory is crowded now, mid-winter as it is, more than ever in the spring, when everybody is wanting to get a new refrigerator put in quickly. The Brecht patent refrigerators and ice machines are well



NEW TABER ROTARY PUMP FOR LARD PRESS WORK.

makers believe that this pump will speedily displace the clumsy steam pumps used for this work.

The pump referred to was built for and installed in the plant of Chas. Wolff Packing Company, Topeka, Kans. Concerning its operation this concern recently wrote Mr. Taber as follows:

Topeka, Kans., Jan. 15, 1910.

Mr. M. E. Taber, Buffalo, N. Y.

Dear Sir: Answering your inquiry of recent date regarding your special geared pump for lard filter work which you furnished us several months ago, wish to say that this pump is working against a pressure as high as 60 lbs., and shows a capacity of 40 gallons per minute. We are glad to state that above pump has been perfectly satisfactory in every way.

Yours truly,

Chas. Wolff Packing Co.

MODERN RETAIL MARKET EQUIPMENT.

The Brecht Company at their main St. Louis plant are building fixtures and refrigerating machinery for the retail market of W. H. Kelchner, Wichita, Kan., which will be one of the finest meat markets west of the Mississippi River. Fixtures consist of special refrigerator 20 feet wide, 40 feet long and 12½ feet high, partitions and office built in to match, closing off the entire building, width of which is 38 feet; refrigerator show-case counter, quarter-sawed oak, 40 feet long; refrigerator display wall show-case, 40 feet long, 5 feet deep and 12 feet high, fish boxes, etc.

The refrigerators contain overhead tracking for convenience in handling the stored product, and all show-case refrigerators and boxes will be taken care of by two refrigerating machines, with the Brecht style K type refrigerating plant, being in duplicate and driven by 34 h. p. gas engine and 30 h. p. electric motor, which will guard Mr. Kelchner against all emergencies. It is requiring sixty days, notwithstanding the great facilities of The Brecht Company at St. Louis to build this outfit, which is to be installed and running by March 1. This modern market and refrigerating plant when completed will have cost close to \$20,000, and will, beyond

known, and have a splendid reputation all over the United States, and the number now in use mounts into the thousands.

TREATISE ON COLD STORAGE DOORS.

The Jones Cold Store Door Company, of Hagerstown, Md., are calling attention to their recently published catalogue, which is a catalogue only inasmuch as it describes and illustrates, among other things, the company's doors for all purposes, ice chutes, etc. To the reader interested in the conservation of cold in storage rooms, and at the same time providing an entrance and exit to the same, the booklet will appeal as a complete treatise on the subject. The construction down to the smallest details of doors for every purpose is thoroughly described and illustrated, together with recommendations and suggestions regarding materials to be used. This handsome and useful book will be sent postpaid to anyone upon application to the company.

LARD, OIL AND OTHER PRESSES.

The Boomer & Boschert Press Company, Syracuse, N. Y., makers of presses which are in use wherever packers and renderers operate, have recently issued their 1910 catalogue. It covers in a general way and with illustrations, specifications and price lists the company's line of knuckle joint, power screw, hydraulic and special presses. Their lard oil press, knuckle-joint oleo press, scrap and tankage presses, fertilizer presses and a full line of accessories, fittings, etc., are described and listed in this catalogue, which may be obtained upon application to the company's head office at Syracuse, N. Y. The catalogue comprises 110 pages and is a valuable compendium of press information.

MAKING MONEYWEIGHT SCALES.

On Oct. 21 last the Computing Scale Company, Dayton, Ohio, manufacturers of the Dayton Moneyweight Scales, was visited by a disastrous conflagration which totally destroyed the factory. In the manufacture of a specialty of that kind special machinery is used, and as these machines were totally destroyed they had poor prospects of an early resumption of sending out scales.

They were very fortunate, however, in having an auxiliary factory at Saugatuck, Conn., and valuable aid was secured from that source.

The Dayton scales are also manufactured in Canada under Canadian patents of the Computing Scale Company of Canada, Limited. Arrangements were made with them for supplying special parts for which they had machinery.

Before the flames had subsided arrangements were made for the taking over of a new location on which were two factory buildings, unoccupied. They took immediate possession of the buildings and machines, and made immediate plans for resuming the manufacture of their scale. The details of the development since that night are interesting, but suffice it to say that seven complete scales were completed and shipped sixty days from the date of the fire. This is a record to be proud of. Many predictions have been made that they would not be in a position to turn out scales in a shorter period than 90 days or four months. They are now shipping 40 scales every day, and this amount is continually increasing. By Feb. 1 they will be shipping about 75 per day.

On March 1 the new factory building, cuts of which have been shown in the advertising columns of this paper, will be turned over complete to the company. This is of the approved saw-tooth roof factory building design which is being adopted so extensively for modern factory buildings where space will permit. Machines have arrived and machines are on the road for the equipping of this new building. Each machine will have its own separate foundation. Assembling, adjusting and sealing tables will also be completed in the same manner; there will be absolutely no vibration in the building, and conditions will be ideal for making high-grade computing scales.

They have made many valuable additions to their already efficient sales force and they believe the year 1910 is destined to be a record-breaker in the increase of their business. Their sales department includes district sales offices in all large cities where these scales can be seen and examined. The New York office is located at 11 East 14th street, New York City.

Watch page 48 for business chances.

A solid dressing that stops all slipping instantly and keeps the belt in good working condition.

Write for free sample.

JOSEPH DIXON CRUCIBLE CO., Jersey City, N. J.

ICE AND REFRIGERATION

NEW CORPORATIONS.

Conway, S. C.—The Conway Ice Company has been incorporated with a capital stock of \$5,000.

Urbana, Ind.—F. Maurer, J. E. Fried and others have incorporated the Urbana Elgin Creamery Company with a capital stock of \$7,000.

Oscio, Ill.—C. H. Anderson, J. J. Hadley and J. F. Smith have incorporated the Oscio Creamery and Cold Storage Company with a capital stock of \$7,000.

Dalton, Ga.—T. B. Wright and others have incorporated the Dalton Ice Company with a capital stock of \$25,000. A site for proposed plant has been purchased.

Jersey City, N. J.—The Empire Dairy Company has been incorporated with a capital stock of \$10,000 by J. N. Wittpen, D. H. Wittpen and H. Wittpen.

Green Bay, Wis.—C. S. Stevens, F. W. Brehm and W. A. Trester have incorporated the Green Bay Cold Storage Company with a capital stock of \$20,000.

Sisterville, W. Va.—The Ohio Valley Brewing Company has been incorporated with a

capital stock of \$150,000 by G. W. Hartman, McKeesport, Pa., and others.

Berryville, Va.—The Clark County Creamery Company has been incorporated with a capital stock of \$25,000 by J. C. Rutherford, J. B. Neill and W. A. Macomb.

Chicago, Ill.—The Carbondale Machine Company has incorporated under the laws of Illinois with \$100,000 capital stock to manufacture ice-making machinery.

St. Louis, Mo.—The Western Refrigerator and Manufacturing Company has been incorporated with a capital stock of \$12,000 by G. Hazeltine, F. Wettkoff and F. C. Books.

ICE NOTES.

Bay City, Tex.—A creamery is to be established here by B. E. Norvel.

Hartwell, Ga.—A movement is on foot to establish a new ice plant here.

Kansas City, Mo.—A creamery plant will be established here by J. E. Chandler.

Russellville, Ark.—The plant of the Smallwood Ice Company has been damaged by fire.



Meridian, Miss.—It is reported that R. W. Rogers will establish an ice cream factory here.

Chandler, Ind.—The Chandler Butter and Cheese Company has served notice of dissolution.

Roseland, La.—R. S. Ellis and J. M. Chopin are promoting the establishment of a creamery here.

New Bern, N. C.—The People's Ice Company has placed on order for machinery for a 50-ton ice plant.

Nashville, Tenn.—The Independent Ice Company has decreased its capital stock from \$60,000 to \$47,000.

Cove, Ark.—A company has been organized here by F. C. Wilsey, of Siloam Springs, Ark., to establish a creamery.

Long Branch, N. J.—Henry Kahle has purchased the interest of Charles E. Brown in the People's Ice Company.

Galveston, Tex.—The recently incorporated Kahn-Shaper Ice Cream Company will erect a modern plant in the spring.

Mulberry, Fla.—E. H. Dudley will erect an addition to his ice plant and increase capacity from 10 to 20 tons daily.

Binghamton, N. Y.—The Binghamton Cold Storage Company will commence the rebuilding of the burned portion of its plant.

Valdosta, Ga.—The Consolidated Ice and Power Company has purchased the plant of the Valdosta Ice and Manufacturing Company.

Pittsburg, Pa.—Damage to the extent of \$10,000 has been done to the plant of the Consolidated Ice Company by the collapsing of roof.

Johnstown, Pa.—At a meeting of the F. M. Shaffer Ice Company the following officers were elected for the year: President, John J. Hornick; vice-president, William A. Zipf; secretary and treasurer, A. E. Kuehne; general manager, F. M. Shaffer. The board of directors is composed of the officers named and the Messrs. A. G. Hornick, Atley Berkey and Joseph Friedhoff.

FOOLISH COLD STORAGE BILL.

It is reported that Assemblyman Lachman of Kings county has introduced a bill in the State legislature designed to prohibit the storage of fresh game, poultry, butter, eggs and other dairy products for more than sixty days, says the New York Produce Review. It is inconceivable that this asinine measure should pass, although some danger always exists in such cases due to the depth of popular ignorance as to the function of cold storage and its effect in keeping prices from far greater extremes of advance than have ever yet been experienced.



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TESTS IN STORAGE OF POULTRY.

(Concluded from last week.)

Experiments Made With Scalded Birds.

So much for our dry-picked fowls. Now, let us consider the scalded birds, a method which is in vogue in a number of parts of the country and in certain isolated portions where the fashion of the market demands scalded poultry. I presume you would find it difficult in some markets to give away birds that are dry picked. The housewife is not accustomed to them and at once imagines that there is something wrong. She is accustomed to a bird that looks like the scalded fowl. This bird and the fresh bird tested were companion birds. They were selected as nearly as possible to be just alike—they were both young Plymouth Rocks, and the only difference is in the dressing.

One bird was scalded, and, according to the commercial fashion, after rubbing the feathers off on its first dip in hot water, it was put back for a second dip, which is supposed to plumpen it. It only serves to heighten the bright yellow color and the general stiffness of the skin; instead of having the fine soft wrinkles as in the fresh dry-picked bird, we have heavy ridges in the neck, where the skin has been thickened by the action of the hot water and made more like a piece of chamois than a fresh chicken skin.

The skin is altered all the way through from the outside layer to the inside layer, and the change of color is due largely to the change which goes on in the fat which lies just in and under the skin of the chicken. The fat of a chicken gives, very largely, the flavor to the bird. Anything that we do that alters that fat alters the flavor, and we find that a scalded chicken almost invariably lacks, especially in the skin, the flavor we get in a dry-picked bird.

These scalded birds were cooled for eighteen hours in a barrel of tap water, which was not changed during eighteen hours. They were then divided into two lots, and one we stored promptly, the other after some delay. In the prompt storage bird after three months we have a good color. The bird presents the usual characteristics of the scalded bird. But the head is dripping blood, and the blood shows the whole length of the neck.

That has nothing to do with the scalding, but it shows another of the errors of handling which we should strive to correct as far as possible, and that is about bleeding. That bird was not perfectly bled. The blood settled very largely in the neck and head.

Henry Vogt Machine Co.**LOUISVILLE, KY.***Manufacturers of***Ice and Refrigerating Machinery and Boilers**

The hard freezing, of course, expanded those small vessels. When the thawing came, the vessels having been ruptured, the blood was at liberty to flow out, and it did.

This is a case we often find in frozen birds. Such a bird will spoil more rapidly than a bird which was well bled, although this bird looked very well twenty-four hours after removing from the freezer. It was unfit for use twenty-four hours after that. The keeping quality of this bird was only two days after thawing. I tried to eat it, so I know.

Erratic Results With Scalded Chickens.

In the six months' bird and the nine months' bird we have another illustration of the erratic results we get when chickens are scalded. This six months' bird is below the usual average for a six months' bird. I don't know why it is; I don't know why scalded birds behave as they do. We are going to find answers, I hope, to some of these questions. But we certainly have an erratic behavior on the part of the scalded bird that we don't find with the dry-picked bird.

The nine months' scalded bird was originally a lighter color than the other two of the series, but it lost a great deal of its color during the storage time, and it became very dry and very leathery and tough, and the flavor of the skin practically disappeared. The flavor of the muscle underneath had deteriorated, and still the bird showed absolutely no signs of decomposition. But it was, from the standard of an eating bird, of decidedly lower quality.

Compare this nine months' bird, scalded, with the nine months' bird dry picked, and I think you will agree with me that there is

everything in favor of the bird that is dry picked.

Now, we tried putting these scalded birds in tight packages. Take our samples of a prompt storage bird, at the end of the three months, at the end of six, and at the end of nine. The color has been preserved, almost exactly, of the fresh scalded bird. Where there are rubs as on the wing and the leg, the color of the muscle underneath, which is apt to be very red on the scalded bird, if it dries at all, shows up plainly. At the end

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BOSTON, 120 Milk St., Chas. P. Duffee.
BUFFALO, Keystone Warehouse Co., 638 Washington St., Frank Bausch.
CHICAGO, 329 N. Clark St., F. C. Schapper.
CINCINNATI, The Burger Bros. Co.
CLEVELAND, General Cartage & Storage Co., Henry Bollinger.
DETROIT, Riverside Storage & Cartage Co., Ltd., Newman Brothers, Inc.
DALLAS, Oriental Oil Co.
FORT WORTH, Texas Mfg. Co.
HAVANA, Champion & Pascual.
HOUSTON, Texas Warehouse Co.
INDIANAPOLIS, R. E. Kramig & Co.
JACKSONVILLE, St. Elmo, W. Acosta.
KANSAS CITY, Co-Operative Land & Mercantile Co.
LIVERPOOL, Peter R. McQuile & Son.
LOS ANGELES, United Iron Works.
LOUISVILLE, Louisville Public Warehouse Co.
MILWAUKEE, Central Warehouse.
MEXICO, D. F., Ernst O. Heinsdorf.
NEWARK, F. W. Munn Livery Co., Brewers' & Bottlers' Supply Co.
NEW ORLEANS, Fielay, Dicks & Co., Ltd.
NEW YORK, Roessler & Hasslacher Chemical Co.
NORFOLK, Nottingham & Wrenn Co.
PHILADELPHIA, Henry Bower Chemical Mfg. Co.
PITTSBURGH, Pennsylvania Transfer Co., Ltd., Mueller & Kusen.
PROVIDENCE, Rhode Island Warehouse Co.
ST. LOUIS, McPheeters Warehouse Co., Pillsbury Engineering & Supply Co.
SAVANNAH, Benton Transfer Co.
SAN FRANCISCO, United Iron Works.
SPOKANE, United Iron Works.
SEATTLE, United Iron Works.
WASHINGTON, Littlefield, Alvord & Co.

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of six months there is very little difference in the quality of the two birds. The color of the muscle under the skin has lost some of its brilliancy, but so far as the eating qualities are concerned, they are both excellent for the scalded bird. The nine months' bird shows some little deterioration, very little from the commercial standard.

Then we have our delayed scalded birds, stored in tight packages. There is the three months' bird, which has the texture and the appearance of a fair bird, but a greenish color, which has increased during the storage period. These birds when they went into the storage had an odor. Of course, they had been subjected to rather rigorous conditions, but conditions which might be duplicated at any time in practical work in the industry. And in the industry I have seen birds going into storage that were much worse than this bird when we put it in, and there was no question about the carrying quality of those birds when they went in.

In the delayed bird at the end of six months the deterioration has distinctly progressed. In the bird at the end of nine months there is a green color which has extended over a large portion of the bird itself. This bird we couldn't eat. The other bird we did eat.

Results of Storing Drawn Poultry.

Now, we tried storing the birds drawn, to see what results we could get there. In this case we had all of them scalded, none dry picked. Other experiments that we are making will take up the dry-picked phase. This work was begun on a scalded market, and it was an exceedingly difficult thing to have even the comparatively few birds we wanted dry picked.

In the case of a scalded bird in a tight package, after three months, the bird is in excellent condition. It was thawed out, just as were the others, for twenty-four hours in an ordinary refrigerator. It was kept twenty-four hours after that, open, in the refrigerator, then cooked and eaten. There was no mould observed, the drying out was very light, and the bird was in very good condition at twenty-four hours after thawing.

The six months' bird and the nine months' bird, prepared and stored as was the other, are all good birds. They show no signs of mould, no signs of decomposition, and they were excellent so far as their flavor was concerned. Needless to say the three months' bird was the best for flavor. The other two showed their storage time, and they were not as good as the first bird. At the end of six months we have very little difference; at the end of nine months it does show up.

We have also in these scalded birds, drawn, the same condition we have in the birds undrawn—that is, an erratic behavior. The three months' bird was worse than the six months' bird. The nine months' bird showed a very decided deterioration. The drawn scalded bird stored in the box dried out and was less palatable than the bird that was undrawn. How that bird would have ap-

peared had it been soaked I don't know. It showed no signs of mould or of actual decomposition, but there has been a change in the color which made the bird look bad. In the neck it was almost black. The interior of the bird was dark in color and the flavor was absolutely gone.

Value of Scientific Methods in Commercial Work.

It has been of interest to us as we have worked at this problem from the commercial side, to see what a help the ordinary scientific methods are in the working out of the problems from the industrial standpoint. We all know that the usual inspection of birds—the odor, the taste and the appearance—is construed very differently by different people. In order to do this work as we are trying to do it, in many sections of the country, under many conditions, and by many different people, we must have something in the way of standards other than that of appearance and odor.

A chemical examination, the usual chemical methods of the laboratory, yield us valuable information. The bacteriological methods as we use them in the laboratory give us more information and more definite information. We have, for instance, dry-picked chickens, air-cooled, promptly stored, showing three thousand bacteria in one gram of skin, and 160 in a gram of muscle just under the skin. That is the usual number for a fresh, well-cared-for bird; anywhere from 1,000 to 3,000.

In the dry-picked bird which was delayed we find in the skin 250,000 bacteria and in the muscle about 300. In the scalded, promptly-stored bird, we have 5,000 in the skin and 159 in the muscle. It starts out, you see, from a bacteriological standpoint, in a worse condition than the fresh bird. In the delayed scalded bird we have, at the end of nine months—stored in a box—over 300,000 in the skin. In another delayed bird, after nine months of storage, we had over 1,000,000, almost 2,000,000 organisms in the skin. In one of the drawn birds which had been delayed we had over 2,000,000; in the fresh bird about 7,000.

So that you see we have decomposition reduced practically to a numerical statement.

If there is any doubt about the class into which these birds fall, so far as keeping quality is concerned, we can classify them with a fair degree of accuracy in the laboratory, since bacteria mean decomposition, and the more we have the more profound will be the changes in the chicken, changes putrefactive in character, which we simply designate as change or decomposition.

The crux of this whole matter seems to be summed up in a very few words—prompt storage, dry picking, dry chilling. I think if we can apply those elementary principles to our poultry industry, not only the producer, but the warehouseman and the consumer will greatly benefit.

MEAT INSPECTION CHANGES.

The federal meat inspection service has announced the following changes in meat inspection, those establishments where government inspection is discontinued having withdrawn from interstate trade at the points named:

Inspection inaugurated: Swift & Company, 309 West Broad street, Savannah, Ga.; Northwestern Glue Company, Forty-fourth Place and Packers avenue, Chicago, Ill.; Newark Packing Company (subsidiary to S. A. Pumphrey & Company), 10 Crawford street, Newark, N. J.; E. G. Black, 75 Thames street, Groton, Conn.; John Groce & Son, Circleville, Ohio; The Schwarzschild & Sulzberger Company of America, 19 Commercial street, Boston, Mass.; Dining Car Sausage Company, 77-78 Arcade street, Dayton, Ohio.

Inspection discontinued: Swift & Company, 8-12 Erie street, Toledo Ohio; Hall & Stewart, 96-98 Main street, Springfield, Mass.; The Blue Valley Packing Company, Independence Road and Blue River, Kansas City, Mo.; The John G. Wilson Smithfield Ham Company, Smithfield, Va.; L. O. Demeritt, Silvers Mills, Me.

Watch page 48 for business openings.

Garbage Disposal Plants

DIGESTORS, DRYERS AND PERCOLATORS
WE HAVE THE MOST ECONOMICAL SYSTEM KNOWN. WE SAVE THE LARGEST PER CENT. OF GREASE. WE DESIGN, MANUFACTURE AND ERECT COMPLETE PLANTS OF ANY CAPACITY.

The C. O. Bartlett and Snow Co.
CLEVELAND, OHIO, U. S. A.

PROVISIONS AND LARD

WEEKLY REVIEW

All articles under this head are quoted by the bbl. except lard which is quoted by the cwt. in tca., pork and beef by the bbl. or tierce and hogs by the cwt.

Prices Irregular—Market Breaks on High-Priced Food Agitation—Reports of Investigations of the Packing Combines—Fear of Effect of Meat Boycott Influences Sentiment—Stocks of Live Hogs Small.

The week has been an interesting one in the provision market with quite rapid changes of price. There has been a decided move downward in values, and the low prices were due to a good deal of liquidation by operators disturbed at the reports regarding the spread of the meat boycott, the agitation against high prices of foodstuffs and the apprehension which the reports of investigation of the various combinations had brought about.

The effect of the agitation on sentiment was twofold, it scared the holders and kept off the buyers. This was particularly true in the spot market, not only in provisions, but in nearly all kinds of edible products. The speculative liquidation which this agitation produced was acute. From the decline on Wednesday there was a quick rally due very largely to the effect of the statement of the number of swine in the country. This statement was particularly interesting and bore out the private reports which have been given out regarding the number of swine in the country. Private reports have been

issued at various times tending to show that there was a very small supply, and the actual movement of hogs to market, with the decrease in the packing operations have confirmed the idea as to the number available for packing this season.

Compared with last year, the number of hogs shows a decrease of 6,365,000, while the number of milch cows increased 81,000. The number of other cattle, however, decreased 2,100,000. The number of sheep increased 1,134,000.

The effect on prices of the supply of livestock this season is reflected most conspicuously in the price of hogs. The government gives the average at \$9.14, compared with \$6.55 last year and \$6.24 the previous ten-year average. The price of cattle not milch cows is given at \$19.41, against \$17.49 last year and \$18.62 ten-year average. The average price of sheep is given at \$4.08, against \$3.43 last year, \$3.06 the ten-year average.

A comparison of the population of the country now and ten years ago, the crop supplies this year and ten years ago, the number of livestock of all kinds in the country, and the prices makes a most interesting showing. The increase in the circulation per capita during that period has also been a very important one. It will be seen from the subjoined table that the increase in the prices has been fully 100 per cent. in live hogs, pork and lard, and in the price of corn and oats. The increase in the price of wheat has not been as great as in the price of feedstuffs. The striking comparison in the table is the decrease in the number of swine compared with the Census Bureau figures of 1900.

The following table shows the Census Bureau figures of 1900 with the figures for the crop production of the past season and the Agricultural Bureau estimate of the number of livestock. The prices given are those as of January 1 in Chicago:

	1900.	1910.	Inc.
Population	76,303,000	88,252,000	11,949,000
Wh't crop, bu	658,334,000	787,189,000	78,655,000
Corn crop	2,666,000,000	2,772,000,000	106,000,000
Oats crop	943,000,000	1,007,000,000	64,000,000
Barley crop	119,634,000	170,284,000	50,650,000
Hay crop, tons	79,251,000	64,938,000	14,313,000
Horses number	18,280,000	21,040,000	2,760,000
Mules, etc.	3,271,005	4,123,000	852,000
Swine	62,876,000	47,782,000	15,094,000
Cattle	67,822,000	60,079,000	1,257,000
Sheep	61,005,000	57,216,000	4,387,000
Cash wh't, Jan. 1, Chi.	\$0.67	\$1.14	\$0.47
Cash corn, Jan. 1	.31	.62	.31
Cash oats, Jan. 1	.22	.44	.22
Cash hogs, Jan. 1	\$4.20-4.45	\$8.20-8.65	\$4.00-4.20
Pork, Jan. 1	10.50	21.50	11.00
Lard, Jan. 1	5.75	12.25	6.50
Money circulation, per capita	26.94	35.01	8.07

During the past week the receipts of live hogs at the West showed another falling off compared with a year ago, and there was a heavy decrease in the packing returns. The movement of hogs this week so far has been disappointing. The decline in the market has not apparently influenced the attitude of the country regarding the selling of live hogs. The average price of hogs last week at Chicago was \$8.60, compared with \$5.60 the past nine-year average. The average price a year ago was \$6.21.

The price of hog products has broken

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sharply from the recent high level, but May lard is still about 2 cents a pound over a year ago, ribs about 2½ cents a pound, and pork about \$4 a barrel. The prices for the product are not as high relatively as the price of live hogs. This is apparently due to the fact that the speculative selling and liquidation brought about by the recent agitation has had a greater effect on the speculative markets than on the prices of live-stock.

It has been expected that the high prices for live hogs would result in a material increase in the movement sooner or later, but such has not been the case. The demand for product has about taken care of the supply, and the stocks have not shown much change at the leading points of accumulation according to the recent estimates. What effect the agitation against food prices, and what effect the spread of the anti-meat eating league will have is problematical. It is certainly having a decidedly depressing effect on the speculative markets, and if it becomes at all widespread will affect the consumption, and a lessening of consumption will be followed by increase in stocks, unless there is a corresponding falling off in marketing by the country.

PORK.—The market is dull and easier with futures. Demand has been quiet. Mess is quoted at \$22.75@23; clear, \$24.50@27, and family, \$25.50@26.

LARD. The market is dull and a little

lower with futures. Some export business was effected this week on the decline. City steam lard, \$12; Western, \$12.30, and Middle West, \$12.15@12.25; Continent, \$12.80; South American, \$13.50; Brazil kags, \$14.50; compound, 9¼@10c.

SEE PAGE 39 FOR FRIDAY'S MARKETS.

BEEF.—The market is quiet and a little lower. Demand is slow. Quotations: Family, \$14.50@15.50; mess, \$11.50@12.50; extra India mess, \$22.50@23.50.

EXPORTS OF HOG PRODUCTS.

Exports of hog products from New York reported up to Wednesday, Jan. 26, 1910, were as follows:

BACON.—Bristol, England, 8,400 lbs.; Bremen, Germany, 2,595 lbs.; Cobija, Chile, 1,080 lbs.; Colon, Panama, 3,044 lbs.; Callao, Peru, 742 lbs.; Cienfuegos, Cuba, 45,913 lbs.; Dunkirk, France, 15,939 lbs.; Havana, Cuba, 86,836 lbs.; Hamilton, W. I., 865 lbs.; Hull, England, 228,079 lbs.; Liverpool, England, 1,317,547 lbs.; London, England, 3,920 lbs.; Manchester, England, 5,949 lbs.; Nassau, W. I., 1,507 lbs.; Para, Brazil, 65,831 lbs.; Rio Janeiro, Brazil, 3,300 lbs.

HAMS.—Antwerp, Belgium, 17,500 lbs.; Barbados, W. I., 2,818 lbs.; Bremen, Germany, 2,800 lbs.; Ciudad Bolivar, Venezuela, 1,695 lbs.; Colon, Panama, 14,104 lbs.; Cienfuegos,

Cuba, 10,521 lbs.; Hamilton, W. I., 8,042 lbs.; Havana, Cuba, 22,363 lbs.; Hull, England, 321,625 lbs.; Kingston, W. I., 3,155 lbs.; Liverpool, England, 696,673 lbs.; London, England, 147,187 lbs.; Manchester, England, 33,218 lbs.; Nassau, W. I., 2,470 lbs.; Port Cabello, Venezuela, 2,787 lbs.; Port au Prince, W. I., 2,427 lbs.; Port Limon, C. R., 1,948 lbs.; Rotterdam, Holland, 21,498 lbs.; Southampton, England, 4,075 lbs.; Savanilla, Colombia, 604 lbs.; Trinidad, W. I., 2,132 lbs.; Vera Cruz, Mexico, 7,113 lbs.

LARD.—Amsterdam, Holland, 11,325 lbs.; Ancona, Italy, 6,200 lbs.; Algoa Bay, Africa, 32,906 lbs.; Antwerp, Belgium, 163,665 lbs.; Aberdeen, Scotland, 132,947 lbs.; Bremerhaven, Germany, 6,600 lbs.; Buenaventura, Colombia, 1,650 lbs.; Barbados, W. I., 12,307 lbs.; Buenos Aires, A. R., 3,280 lbs.; Bristol, England, 98,507 lbs.; Bremen, Germany, 84,250 lbs.; Cienfuegos, Cuba, 190,677 lbs.; Curacao, Leeward Islands, 4,279 lbs.; Ciudad Bolivar, Venezuela, 12,075 lbs.; Cobija, Chile, 6,480 lbs.; Colon, Panama, 17,762 lbs.; Catania, Sicily, 18,600 lbs.; Cardiff, Wales, 37,900 lbs.; Demerara, British Guiana, 3,846 lbs.; Delagoa Bay, Africa, 9,900 lbs.; Genoa, Italy, 55,800 lbs.; Guayaquil, Ecuador, 2,582 lbs.; Hamburg, Germany, 5,880 lbs.; Havana, Cuba, 83,682 lbs.; Hamilton, W. I., 2,108 lbs.; Hull, England, 1,092,750 lbs.; Kingston, W. I., 3,815 lbs.; Koenigsburg, Germany, 289,639 lbs.; Leith, Scotland, 153,272 lbs.; Liverpool, England, 716,533 lbs.; London, England, 376,140 lbs.; Middleborough, England, 2,900 lbs.; Manchester, England, 380,617 lbs.; Nassau, W. I., 25,285 lbs.; Newcastle, England, 11,200 lbs.; Port Limon, C. R., 1,900 lbs.

(Continued on next page.)

EXPORTS SHOWN BY STEAMERS.

Exports of commodities from New York to foreign ports for the week ending Saturday, Jan. 22, 1910, as shown by the report of Williams & Terhune, are as follows:

Steamer and Destination.	Oil Cake. Bags.	Cottonseed Oil. Bbls.	Bacon and Cheese. Boxes.	Hams. Boxes.	Tallow. Pkgs.	Beef. Pkgs.	Pork. Bbls.	Lard. Tcs. and Pkgs.
Winnifredian, Liverpool	1322	.....	.....	2939	.....	23	308	1264
Lusitania, Liverpool .....	.....	.....	.....	964	.....	.....	110	50
*Mesaba, London .....	.....	.....	.....	386	.....	.....	.....	575
*Philadelphia, Southampton .....	.....	.....	.....	650	.....	.....	.....	75
*New York City, Bristol .....	.....	.....	.....	.....	.....	50	.....	25
Terence, Manchester	525	.....	.....	54	.....	.....	.....	375
Buffalo, Hull .....	.....	1169	1052	.....	.....	50	25	1708
*California, Glasgow .....	.....	250	.....	350	.....	200	.....	512
Graf Waldersee, Hamburg .....	.....	650	.....	2	.....	75	.....	665
Zyldyk, Rotterdam	11713	.....	.....	.....	.....	.....	.....	.....
Potadam, Rotterdam	9067	.....	.....	35	.....	.....	.....	970
Samland, Antwerp	2250	.....	.....	35	.....	35	165	25
Prinz Friedrich Wil., Bremen .....	.....	.....	.....	.....	.....	470	50	.....
Themistocles, Mediterranean .....	.....	125	.....	.....	25	.....	.....	.....
Perugia, Mediterranean .....	.....	50	.....	.....	.....	.....	.....	.....
America, Mediterranean .....	.....	.....	.....	.....	.....	.....	.....	275
Total	24352	1600	1169	6467	25	903	658	6244
Last week	2200	948	351	4017	.....	361	756	4216
Same time in 1909	18937	13662	833	8289	271	1765	641	7528

*Cargo estimated by steamship company.

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NOW IS A GOOD TIME TO CONTRACT FOR YOUR VARIOUS NEEDS WHILE THE PRICES ARE AT THE BOTTOM

EXPORTS OF PROVISIONS

Exports of hog products for the week ending Jan. 22, 1910, with comparative tables:

PORK, BBLs.			
To—	Week Jan. 22, 1910.	Week Jan. 23, 1909.	From Nov. 1, 1909, to date.
United Kingdom	908	566	7,942
Continent	315	233	2,637
So. & Cen. Am.	417	139	3,877
West Indies	1,469	875	13,308
Br. No. Am. Col.	599	9	1,986
Other countries	6	15	121
Total	3,894	2,137	20,971

MEATS, LBS.			
United Kingdom	9,067,925	11,886,125	80,522,925
Continent	186,000	231,575	3,164,800
So. & Cen. Am.	248,475	88,200	1,884,850
West Indies	394,000	280,100	2,412,900
Br. No. Am. Col.	14,100	.....	41,490
Other countries	10,225	5,000	96,450
Total	9,902,725	12,783,000	88,123,615

LARD, LBS.			
United Kingdom	7,232,490	9,770,465	50,870,321
Continent	1,603,986	3,077,397	20,078,888
So. & Cen. Am.	281,900	333,600	3,752,500
West Indies	1,329,800	797,145	8,222,550
Br. No. Am. Col.	5,620	2,900	54,255
Other countries	3,600	1,750	300,850
Total	10,479,396	14,583,460	92,900,194

RECAPITULATION OF THE WEEK'S EXPORTS.			
New York	3,029	5,830,025	6,774,550
Boston	28	1,633,700	1,416,246
Philadelphia .....	.....	22,000	501,600
Baltimore .....	.....	.....	475,900
New Orleans	490	179,040	244,000
Galveston .....	.....	1,000	486,000
Portland	157	791,000	61,600
St. John	100	1,446,000	521,000

COMPARATIVE SUMMARY OF EXPORTS.			
From Nov. 1, 1910, to date.	Same time last year, 1909.	Decrease.	
Pork, lbs.	5,994,209	7,852,200	1,858,000
Meats, lbs.	88,123,615	126,404,573	38,280,958
Lard, lbs.	92,900,194	167,575,285	74,666,091

OCEAN FREIGHTS.

	Liverpool.	Glasgow.	Hamburg.
	Per Ton.	Per Ton.	Per 100 lbs.
Beef, per tierce	15/	15/	16@24c.
Oil cake	9c.	9c.	6@10c.
Bacon	15/	15/	16@24c.
Lard, tierces	15/	15/	16@24c.
Cheese	20/	25/	6@8c.
Canned meats	15/	15/	16@24c.
Butter	25/	30/	6@8c.
Tallow	15/	15/	15@22c.
Pork, per barrel	15/	15/	16@24c.

TALLOW, STEARINE, GREASE and SOAP

WEEKLY REVIEW

TALLOW.—The market has been very quiet during the week with only a moderate volume of business developing. This has probably been due to the effect on trade of the agitation about food values. There has been a general lessening of interest on the part of buyers in all commodities, and while the influence of this has been slow, it has been fairly effective and has resulted in a decline in the demand, although this has not apparently affected the market price other than the market tone.

The London auction sales this week showed a little improvement in price, which it was thought might be due to belief that the agitation against meat eating in this country would have the effect of lessening the slaughter of cattle, and therefore a lessening in the supply of tallow. This theory may or may not have been correct, but was referred to by trading interests. The movement of cattle continues fairly good, and the receipts the past week were 173,400 at the principal points against 170,200 last year.

The Government statement of the number of cattle in the country this year was of importance, and was studied carefully as to the probabilities of the supply available for slaughter. The number of milch cows is 21,801,000, which is an increase of 81,000 over last year, but the supply of other cattle is 47,279,000, a decrease of 2,100,000.

There was an increase in the number of sheep of 1,134,000, and the total in the country is 57,216,000. Compared with ten years ago, the total number of cattle in the country shows an increase of 1,257,000, while the population of the country has increased 11,949,000. The supply of swine has decreased 15,094,000 in ten years, and the supply of sheep decreased 4,387,000, so that with the large increase in population the reasons for the high prices for meats and food products are easily discernable.

The price of cattle compares very favorably this year with previous years. The average the past week was \$6.10, compared with \$5.80 a year ago, and nine-year average of \$5.10, but the low average was due to the low prices which prevailed prior to 1907.

Quotations are: City, 6½¢; spot country, 6¼¢@7½¢; special, 7½¢@7¾¢ in tierces.

STEARINE.—There has been a very slow market in stearine this week with the tone easier and the demand slow, due very largely to the general effect upon the demand for food products of the agitation against food values. There has been a slow market in compound lard and an easier one, while the break in hog lard has naturally had the

effect of reducing the demand for compound and buying interests generally have been extremely conservative.

There has been more or less apprehension in the air and this has been reflected in the sharp breaks in the speculative markets, and the uneasiness which has been apparent in the future markets, not only in hog products, but in grain, in cotton, and in the financial markets has been reflected in the demand for cash articles of all kinds.

The trade is buying slowly and waiting developments. There does not appear to be any general expectation that the agitation will be prolonged, but the markets apparently do not intend to be caught heavily interested, if the agitation should be at all prolonged or widespread.

Sales of a few cars were made early in the week at 16c. Demand is slow but pressers have not been urging product on the market.

SEE PAGE 39 FOR FRIDAY'S MARKETS.

OLEO OIL.—The market is dull and a little lower with buyers holding off. Rotterdam quoted 78 florins asked. New York quotes 13½¢ for extra.

LARD STEARINE.—The market is quiet and a little easier with lard. Prices are quoted at 13c.

GREASE.—The market has been very quiet the past week with prices slightly lower to sell. Quotations in New York: Yellow, 6½¢@6¾¢; bone, 5¼¢@6¼¢, nominal; house, 6½¢@6¾¢; "B" and "A" white, 7¢@7¼¢.

GREASE STEARINE.—The market was dull with the tone easier. Quotations: Yellow, 6½¢@6¾¢, and white at 7¢@7¼¢.

LARD OIL.—The market is dull with prices unchanged. Demand has been slow. Prices are quoted \$1.20.

COCOANUT OIL.—The market has been quiet and a little easier in tone due to a slightly quieter demand. Buyers are cautious. Quotations in New York City of Ceylon, spot, 9¼¢@9½¢; do., shipments, 9¼¢@9½¢; Cochin spot, 9¼¢@10¢; do., shipments, 9¼¢@9½¢.

PALM OIL.—The market is very quiet with buyers waiting for developments as a result of the agitation against food values. Trade has been quiet this week. Prices in New York are, for prime red spot, 6½¢; do., to arrive, 6½¢@6¾¢; Lagos, spot, 7¼¢; do., to arrive, 7c. Palm kernels, spot, 8¼¢.

CORN OIL.—The market is quieter with buyers disposed to hold off. Demand is rather cautious. Quoted at \$6.60.

NEATSFOOT OIL.—The market is dull and about steady. For 20 cold test, 94¢@96¢; 30 do., 88¢; 40 do., water white, 80¢; prime, 70¢; low grade off yellow, 62¢@65¢.

EXPORTS OF HOG PRODUCTS.

(Continued from preceding page.)

Para, Brazil, 34,325 lbs.; Punta Arenas, C. R., 8,190 lbs.; Port au Prince, W. I., 77,391 lbs.; Rotterdam, Holland, 707,725 lbs.; Rostock, Russia, 12,400 lbs.; Rio Janeiro, Brazil, 2,364 lbs.; Savanilla, Colombia, 6,977 lbs.; Stettin, Germany, 97,023 lbs.; Southampton, England, 109,641 lbs.; Trinidad, W. I., 89,026 lbs.; Valparaiso, Chile, 2,500 lbs.; Vera Cruz, Mexico, 72,769 lbs.; West Hartlepool, England, 34,384 lbs.

LARD OIL.—Algoa Bay, Africa, 136 gals.; Genoa, Italy, 30 bbls.; Para, Brazil, 450 gals.; Port Mexico, 497 gals.; Trinidad, W. I., 122 gals.

PORK.—Barbados, W. I., 105 bbls.; Bremen, Germany, 50 bbls.; Colon, Panama, 50 bbls.; Demerara, British Guiana, 80 bbls., 10 tes.; Hamilton, W. I., 8 bbls.; Kingston, W. I., 58 bbls.; London, England, 50 bbls.; Liverpool, England, 185 bbls.; Nassau, W. I., 26 bbls.; Para, Brazil, 25 kegs; Port au Prince, W. I., 185 bbls.; Trinidad, W. I., 297 bbls., 12 tes.; Valparaiso, Chile, 15 bbls.

SAUSAGE.—Antwerp, Belgium, 25 bxs.; Colon, Panama, 48 pkgs.; Messina, Sicily, 75 cs.

EXPORTS OF BEEF PRODUCTS.

Exports of beef products from New York reported up to Wednesday, Jan. 26, 1910, were as follows:

BEEF.—Algoa Bay, Africa, 7 bbls.; Antwerp, Belgium, 165 bbls., 35 tes.; Barbados, W. I., 60 bbls.; Bremen, Germany, 35 bbls.; Colon, Panama, 149½ bbls., 101,532 lbs.; Curacao, Leeward Islands, 12 bbls.; Cardiff, Wales, 25 bbls., 25 tes.; Hamilton, W. I., 1,826 lbs., 14 bbls., 5 tes.; Hamburg, Germany, 425 bbls., 30 tes.; Kingston, W. I., 37 bbls., 24 tes.; Liverpool, England, 15 bbls., 249,617 lbs.; London, England, 198,189 lbs.; Nassau, W. I., 33 bbls.; Newcastle, England, 25 bbls.; Port au Prince, W. I., 39 bbls.; Port Limon, C. R., 25 bbls.; Southampton, England, 127,464 lbs.; Trinidad, W. I., 64 bbls., 43 tes.; Valparaiso, Chile, 30 bbls.

OLEO OIL.—Bergen, Norway, 35 tes.; Bremen, Germany, 125 tes.; Hamburg, Germany, 410 tes.; Manchester, England, 280 tes.; Rotterdam, Holland, 900 tes.; Southampton, England, 15 tes.; Stavanger, Norway, 50 tes.; Yokohama, Japan, 5 tes.

OLEOMARGARINE.—Colon, Panama, 2,020 lbs.; Cienfuegos, Cuba, 1,920 lbs.; Havana, Cuba, 2,880 lbs.; Kingston, W. I., 11,500 lbs.; Port Limon, C. R., 1,252 lbs.; Port au Prince, W. I., 14,460 lbs.; Savanilla, Colombia, 1,080 lbs.; Trinidad, W. I., 12,063 lbs.

TALLOW.—Havana, Cuba, 2,306 lbs.; Lon-

Corn Oil Cotton Oil Coconut Oil Palm Oil

AND ALL SOAP MATERIALS

WELCH, HOLME & CLARK CO.

383 West St., New York

don, England, 49,692 lbs.; Mollendo, Peru, 6,720 lbs.; Trinidad, W. I., 2,737 lbs.

TALLOW OIL.—London, England, 12 bbls.

TONGUE.—Antwerp, Belgium, 125 bbls.; Liverpool, England, 193 pa., 5 bbls.

CANNED MEAT.—Algoa Bay, Africa, 623 pa.; Antwerp, Belgium, 35 cs.; Barbados, W. I., 40 cs.; Beira, Africa, 370 cs.; Buenos Aires, A. R., 75 cs.; Bristol, England, 970 pa.; Cienfuegos, Cuba, 49 pa.; Ciudad Bolivar, Venezuela, 115 pgs.; Colon, Panama, 430 cs.; Delagoa Bay, Africa, 343 pa.; Genoa, Italy, 70 cs.; Havre, France, 175 cs.; Hull, England, 314 cs.; Kingston, W. I., 304 cs.; Liverpool, England, 605 cs.; London, England, 574 cs.; Mollendo, Peru, 31 pgs.; Manchester, England, 859 cs.; Manila, P. I., 447 cs.; Nassau, W. I., 129 cs.; Port au Prince, W. I., 12 pa.; Port Cabello, Venezuela, 31 pa.; Singapore, Straits Settlement, 325 cs.; Savanilla, Colombia, 10 pa.; Trinidad, W. I., 36 pgs.; Vera Cruz, Mexico, 51 pa.

MID-WEEK PROVISION REVIEW.

(Special Letter to The National Provisioner from L. J. Schwabacher & Co.)

Chicago, Jan. 26.—The meat boycott and the newspaper scare-lines have made an abnormal provision market during the past week. With no change in actual conditions, there has been a severe break. Holders have liquidated freely, the shorts have covered and the market is nearer evened up than for a long time past. The government hog report is regarded by us as too large. We do not believe there are over 40,000,000 hogs in farmer's hands, but even should the government figures be correct, we have empty cellars, where last year at this time the stocks were already large, so that next fall may see even higher prices for product than last year. After January the market should be on a supply and demand basis again; therefore either the hog prices must decline or provision prices advance, and unless the hogs come in more freely the packers must buy them at the farmer's price. In the meantime we do not think the packers are worried over the prosecution by the government, but it will doubtless influence the speculative public against buying product.

OLEO OIL AND NEUTRAL LARD.

(Special Report to The National Provisioner.)

New York, Jan. 27, 1910.—The oleo oil, neutral lard and butter oil markets have suffered this week from the wave of discontent which is at present spreading all over the country in view of the high prices for food-stuffs, and it has caused a depression on the entire provision list, including oleo and neutral. If the public insists on abstaining from meat eating, it will lead, and has led, to a lighter killing of cattle, which means a smaller oleo production, and since there is no increase in the arrivals of hogs, there is no prospect for a larger production of neutral lard. When the present sentimental impression in the market has passed away, business will no doubt be resumed in oleo and neutral on a large scale, since prices are moderate in view of the light stocks and the small production, and although Europe is not a heavy buyer at the moment it is likely that in the very near future considerable purchases will take place.

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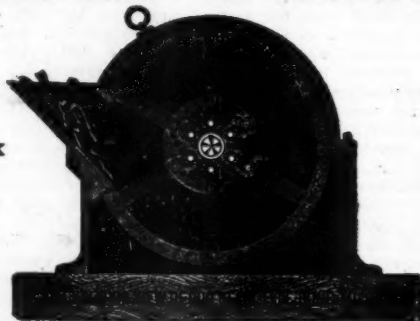
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TWO OLD FIRMS INCORPORATE.

The E. S. Kuh & Valk Company has been organized to take over the assets and business of Messrs. Edward Valk & Co. of New York and Chicago, and of Messrs. E. S. Kuh & Co. of New York. All contracts and obligations of the old firms will be assumed by the new company, and their business will be continued under the same management.

The officers and directors of the company are: President, E. S. Kuh; vice-president and general manager, Chas. E. Kuh; treasurer, Morris Drey; secretary, George A. Molleson. The capital of the new company consists of:

Debtenture bonds, \$250,000; stock, \$250,000; total, \$500,000. The debentures and stock are held entirely by the officers and directors of the company, and are not for sale.

These firms have been in business for over a quarter of a century. Messrs. E. S. Kuh & Co. have been among the largest exporters of tallow, greases, etc., in this country, besides doing a large import business. Messrs. Edward Valk & Co., besides being one of the most prominent commission houses in tallow, greases, stearines, etc., make a specialty of cottonseed oil, as well as grain and provision options.

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COTTONSEED OIL

WEEKLY REVIEW

THE NATIONAL PROVISIONER is official Organ of the Interstate Cottonseed Crushers' Association, the Oil Mill Superintendents' Association of the United States, the Texas Cottonseed Crushers' Association, the South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association, and the Louisiana Cottonseed Crushers' Association.

Markets Nervous and Irregular—Prices Break Sharply—Crude Easier—Compound Demand Less Active—Trade Buying Conservatively—Watching Developments.

The fluctuations in the oil future market have not been very wide this past week, but they have been nervous and irregular, reflecting the general uneasiness which has been so prominently in evidence in all markets, and have also been materially influenced by the newspaper agitation which has been of such pronounced and rather widespread character.

The effect of the agitation has been to lessen the confidence of the trade, and in consequence lessen the willingness of buyers to take the aggressive side of the market. The consuming interests have been aroused to caution and are not buying excepting as they see immediate requirements, as there is apprehension as to what extent the agitation will extend, and how long it will last.

The speculative effect of the conditions has been pronounced. The market broke sharply with a good deal of selling on the general feeling of apprehension and weakness in hog products, grain, cotton and stocks, and the fear that there might be financial complications, particularly in Wall Street, and there was also a good deal of apprehension as to how far the investigations proclaimed from Washington might extend.

Prices rallied rather promptly from the

declines, but another factor was in evidence to some extent the middle of the week and that was an easing in the price of crude oil. There were sales reported of crude oil as low as 44½c. a gallon the middle of the week, which was the lowest price made since the market first advanced above 45c. on the way up to 50c. From the 50c. level there was a decline to 45c., then a rally to 48c., and a slow decline recently with distinctly more crude oil offering on the market within the past few days than there has been for a considerable period.

Whether such offerings are of volume or not is problematical, but with the uneasy position of the trade they had considerable effect. Southern mill interests are quite insistent that the amount of crude remaining in the country is relatively small, and a statement by one producer intimates that there is less oil now on hand than usually seen at a period two months later. Whether this is generally the case, or a local condition is not clear. The South has been a bull on oil, as well as on cotton, and according to advices generally credited on the floor of the Exchange, has sold crude oil only in a very conservative way, and has not sold its entire production.

The recent demoralized conditions in the cotton market and the general decline in all speculative markets with the growth of the newspaper agitation against food values and high prices may have caused a change of attitude on the part of some Southern holders and a greater readiness to accept lower prices. The selling will undoubtedly be slow, as the seed from which the oil was made was undoubtedly high-priced seed. It

takes a long time for the markets to change in temper from a long period of advancing prices to a period of declining prices, and for such change to influence the country producer of any commodity.

The demand for oil during the week has been of a rather slow character. There has been a small business, but the conditions which have been a factor in the speculative market have also affected the spot markets and buyers and consumers have been extremely cautious and reticent. The demand has been in rather small lots, and there has been a marked disposition to be extremely conservative. The demand for compound lard has been slow, and there has been very indifferent demand for export. The decline in hog lard has naturally had a marked effect on the price of compound, and the price of the animal lard has declined to a narrower difference over compound lard than has been seen since last summer. The decline in the price of butter is also another factor which has entered into the market. This decline has not been pronounced as yet in a general sense, but has been seen in several of the leading markets, and if there is any material further decline it will undoubtedly affect the demand for butterine and consequently influence another outlet for cotton oil.

The export demand for oil shows a very restricted interest. Buyers are taking only a little butter oil, and the general demand is for very limited amounts. The shipments of oil are so restricted that the total since September exhibits a much larger decrease than generally anticipated, and points to a heavy decrease for the entire season unless

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WHITE DAISY—Prime Summer White Deodorized Oil

DELMONICO—Choice Summer Yellow Oil

APEX—Prime Summer Yellow Oil

BUTTERCUP—Deodorized Summer Yellow Oil

NONPAREIL—Choice Winter Yellow Salad Oil

ECLIPSE—Choice Butter Oil

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the decline in values results in a more active business as the season progresses.

Much will depend on the market situation on the influence on lard and food values generally of the agitation against food prices on the one hand and the actual showing of the number of hogs and cattle in the country, particularly the hogs. The decrease in the supply of hogs is so great that the high prices for the hogs is readily understood, and when the supply of hogs now on hand is compared with the supply ten years ago, the decrease is all the more pronounced. With the increase in population during the past ten years there should have been an increase in the total supply of hogs in the country from 62,000,000 to approximately 70,000,000 to have kept pace with the gain in population reported, instead of which there has been a decrease during the ten years of 15,000,000.

Closing prices: Saturday, Jan. 22, 1910.—January, \$7.17@7.20; February, \$7.16@7.23; March, \$7.25@7.29; April, \$7.28@7.30; May, \$7.33@7.35; July, \$7.38@7.39; September, \$7.25@7.29; October, \$6.79@6.80; good off, \$7@7.20; off, \$6.98@7.10; winter, \$7.35@8; summer, \$7.30@7.90. Sales were: January, 300, \$7.15@7.18; March, 400, \$7.23; April, 100, \$7.28; May, 1,100, \$7.30@7.32; July, 1,400, \$7.35@7.38; October, 300, \$6.79. Futures closed 3 to 8 advance. Total sales, 3,600. Prime crude S. E., \$6.07.

Monday, Jan. 24, 1910.—January, \$7.12@7.15; February, \$7.12@7.13; March, \$7.16@7.19; April, \$7.18@7.21; May, \$7.23@7.25; July, \$7.26@7.29; September, \$7.15@7.18; October, \$6.68@6.74. Good off, \$7@7.16; off, \$6.90@7.15; winter, \$7.30@7.90; summer, \$7.15@7.90. Sales were: January, 100, \$7.12; February, 100, \$7.14; March, 2,400, \$7.17@7.22; May, 1,800, \$7.24@7.30; July, 5,700, \$7.26@7.32. Futures closed 4 to 12 decline. Total sales, 10,200. Prime crude S. E., \$6.

Tuesday, Jan. 25, 1910.—January, \$7.13@7.15; February, \$7.13@7.14; March, \$7.15@7.17; April, \$7.17@7.19; May, \$7.20@7.21; July, \$7.23@7.24; September, \$7.15@7.19; October, \$6.67@6.70. Good off, \$7.04@7.15; off, \$7.05@7.15; winter, \$7.40@7.65; summer, \$7.25@7.45. Sales were: January, 300, \$7.09@7.14; February, 400, \$7.13@7.14; March, 4,800, \$7.04@7.15; April, 100, \$7.18; May, 3,500, \$7.10@7.20; July, 3,200, \$7.16@7.25; September, 400, \$7.15; October, 900, \$6.65@6.68. Futures closed 1 advance to 3 decline. Total sales, 13,000. Prime crude S. E., \$6 asked.

Wednesday, Jan. 26, 1910.—January, \$7.08@7.11; February, \$7.11@7.12; March, \$7.12@7.14; April, \$7.12@7.15; May, \$7.15@7.17; July, \$7.20@7.21; September, \$7.15@7.17; October, \$6.71@6.72. Good off, \$7.02@7.10; off, \$7.05@7.12; winter, \$7.50@7.65; summer, \$7.15@7.60. Sales were: February, 100, \$7.11; March, 400, \$7.08@7.10; April, 200, \$7.14; May, 3,500, \$7.14@7.16; July, 2,300,

\$7.19@7.20; September, 100, \$7.12; October, 400, \$6.65@6.73. Futures closed 4 advance to 5 decline. Total sales, 7,000. Prime crude S. E., \$6 bid.

Thursday, Jan. 27, 1910.—Spot, \$7.10@7.22; January, \$7.08@7.17; February, \$7.05@7.15; March, \$7.13@7.16; April, \$7.14@7.18; May, \$7.17@7.19; July, \$7.23@7.24; September, \$7.14@7.18; October, \$6.71@6.76. Good off, \$6.90@7.25; off, \$6.80@7.25; winter, \$7.20@7.90; summer, \$7.20@7.00. Sales today were: March, 100, \$7.14; April, 100, \$7.16; May, 1,700, \$7.16@7.19; July, 4,000, \$7.21@7.25; October, 200, \$6.75. Total sales, 7,000. Market closed 3 to 6 points advance. Prime crude, \$5.96@6.

SEE PAGE 39 FOR FRIDAY'S MARKETS.

COTTONSEED OIL SITUATION.

(Special Letter to The National Provisioner from Aspegren & Co.)

New York, Jan. 27, 1910.—The market closes for the week very near last week's prices. There was only one day when the market showed any signs of life, and that was when quite a little oil was turned loose on account of an easier lard market, but prices immediately reacted afterwards, and the market settled down again to its previous dullness. Crude during the interval has been offered a little more freely, prices ranging from \$6.07 to \$5.93, with rumors of sales in the Southeast as low as \$5.85 and Texas as low as \$5.87. The European and domestic consumers are still playing the stand-off game, transactions being of only small proportions.

The probable course of the market is rather hard to foretell. On the one side we have a short crush, small stocks of oil, firmer

land and cotton markets; on the other an easier crude market, poor demand and the general agitation against high prices of food stuffs, which seems to about even up bull and bear arguments. We quote today as follows: Prime summer yellow cottonseed oil: February, \$7.05 bid, \$7.15 asked; March, \$7.13 bid, \$7.16 asked; May, \$7.17 bid, \$7.19 asked; July, \$7.23 bid, \$7.24 asked; September, \$7.14 bid, \$7.18 asked; October, \$6.71 bid, \$6.76 asked. We further quote: Prime summer white cottonseed oil, \$7.05; prime winter yellow cottonseed oil, \$7.05; good off summer yellow cottonseed oil, \$7.05; off summer yellow cottonseed oil, \$6.95; Hull quotation of English cottonseed oil, 29s. 1½d.

PRACTICAL RESULTS IN GEORGIA.

Nowhere in the South has the agitation over the amendment of the oleo tax law been pushed more effectively than in Georgia, where President Fielding Wallace of the Georgia Cottonseed Crushers' Association has been conducting a campaign among commercial and producing interests, and has secured action by many important bodies demanding that Congress shall amend the federal law to give oleomargarine a square deal. President Wallace's work has been of great assistance to President Allen of the Interstate Association and to members of Congress who are pushing the Burleson bill for the amendment of the law.

Do you keep an eye on the "Practical Points for the Trade" page? Watch it every week.

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SOUTHERN MARKETS

Columbia.

(Special Wire to The National Provisioner.)

Columbia, S. C., Jan. 27.—Crude cottonseed oil, 45½c. bid, any shipment. Meal and hulls held at full prices by Carolina mills.

Atlanta.

(Special Wire to The National Provisioner.)

Atlanta, Ga., Jan. 27.—Crude cottonseed oil, 46c. Meal, \$29 f. o. b. mills. Hulls, \$10, Atlanta, loose.

Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., Jan. 27.—Cottonseed oil market quiet; prime crude, 47¼c. Prime 8 per cent. meal steady at \$30@30.50. Hulls firm at \$9.75@10, loose.

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., Jan. 27.—Crude cottonseed oil easier, 45c. for Texas, 46¼c. for Valley; freer offerings Texas, limited offerings elsewhere. Meal steady, \$35. Cake dull, \$33.75, sacked, long ton, ship's side. Hulls inactive, \$11 loose, \$13 sacked, New Orleans.

Dallas.

(Special Letter to The National Provisioner.)

Dallas, Tex., Jan. 27.—Some trading in prime crude cottonseed oil at 46c. Choice loose cake, \$31.25@31.50, f. o. b. Galveston.

CABLE MARKETS

Hamburg.

(By Cable to The National Provisioner.)

Hamburg, Jan. 27.—Market is easy. Quotations: Prime summer yellow, 73 marks; choice butter oil, 76½ marks; choice summer white, 76¼ marks.

Rotterdam.

(By Cable to The National Provisioner.)

Rotterdam, Jan. 27.—Market is easy. Quotations: Choice summer white, 43 florins; prime summer yellow, 42½ florins; choice butter oil, 43¾ florins.

Antwerp.

(By Cable to The National Provisioner.)

Antwerp, Jan. 27.—Market is nominal. Quotations: Off oil, 80½ francs.

Marseilles.

(By Cable to The National Provisioner.)

Marseilles, Jan. 27.—Market is easy. Quotations: Prime summer yellow, 88½ francs; prime winter yellow, 91½ francs.

Liverpool.

(By Cable to The National Provisioner.)

Liverpool, Jan. 27.—Market is easy. Quotations: Prime summer yellow, 35¼s.

COTTONSEED OIL EXPORTS

Exports of cottonseed oil reported up to January 28, 1910, and for the period since September 1, 1909, and for the same period 1908-9, were as follows:

From New York.

Port.	For week.	Since Sept. 1, 1909.	Same period, 1908-9.
Aalesund, Norway	50	56	—
Aberdeen, Scotland	—	28	—
Acapulco, Salvador	13	62	—
Alexandria, Egypt	882	1,191	—
Algiers, Egypt	748	3,215	—
Algon Bay, Cape Colony	16	76	—
Amstelpoort, Holland	2	59	—
Ancona, Italy	—	50	—
Antigua, W. Indies	706	1,150	—
Antwerp, Belgium	58	51	—
Auckland, New Zealand	985	1,060	—
Aux Cayes, Haiti	187	138	—
Asua, W. I.	—	4	—
Bahia, Brazil	—	102	—
Barbados, W. I.	84	—	—
Bari, Italy	11	562	—
Beira, E. Africa	—	100	—
Belmont, Syria	9	41	—
Belfast, Ireland	—	143	—
Bellaz, B. Honduras	25	45	—
Bergen, Norway	—	124	—
Biscaglia, Italy	—	30	—
Bissao, Portuguese Guinea	—	25	—
Bombay, India	—	5	—
Bordeaux, France	7	—	—
Brasilia, Roumania	50	1,768	—
Bremen, Germany	340	141	—
Bridgetown, W. I.	—	345	—
Bristol, England	—	50	—
Buenos Ayres, Arg. Rep.	—	1,480	—
Bukharest, Roumania	—	3,870	—
Calabar, Cuba	—	25	—
Cairo, Egypt	—	33	—
Callao, Peru	—	24	—
Calcutta, India	—	354	—
Cape Town, Cape Colony	—	5	—
Cardenas, Cuba	—	1,343	—
Cardiff, Wales	—	670	—
Cartagena, Colombia	—	10	—
Carupano, Venezuela	—	4	—
Cayenne, Fr. Guiana	—	26	—
Christiansburg, Norway	—	305	—
Cienfuegos, Cuba	—	1,914	—
Ciudad Bolivar, Venezuela	—	1,046	—
Colon, Panama	—	100	—
Constantinople, Turkey	—	99	—
Copenhagen, Denmark	—	12	—
Corinto, Nicaragua	—	44	—
Cork, Ireland	—	80	—
Cristobal, Panama	—	54	—
Curacao, Leeward Islands	—	908	—
Danzig, Germany	—	6,120	—
Dedagatch, Turkey	—	17,883	—
Delagoa Bay, E. Africa	—	1,280	—
Demerara, Br. Guiana	—	710	—
	118	1,087	1,146

Dominica, W. I.	—	77	—
Dublin, Ireland	200	2,574	1,550
Drontheim, Norway	—	290	—
Dundee, Scotland	—	23	—
Dunkirk, France	—	600	115
E. London, Cape Colony	—	—	39
Fiume, Austria	—	—	200
Galatz, Roumania	—	2,617	2,641
Genoa, Italy	—	8,634	17,818
Georgetown, Br. Guiana	—	—	10
Gibraltar, Cuba	—	—	7
Gibraltar, Spain	—	130	100
Glasgow, Scotland	—	1,350	1,625
Gothenburg, Sweden	—	1,100	300
Grenada, W. Indies	—	—	11
Guadeloupe, W. I.	—	1,331	1,304
Guantanamo, Cuba	—	40	70
Halifax, N. S.	—	—	24
Hamburg, Germany	500	1,835	7,922
Hango, Russia	—	—	20
Havana, Cuba	—	56	1,325
Havre, France	—	3,550	8,327
Helsingfors, Finland	—	—	10
Hull, England	—	—	145
Isagua, W. I.	—	—	7
Jacmel, Haiti	—	—	3
Jamaica, W. I.	—	—	125
Kavala, Turkey	—	—	200
Kingston, W. I.	58	1,500	1,506
Kobe, Japan	—	—	25
Koenigsberg, Germany	—	—	50
Kustendji, Roumania	—	1,315	2,975
La Guaira, Venezuela	—	12	139
Leghorn, Italy	59	2,950	8,296
Liverpool, England	590	4,194	3,020
London, England	25	6,924	4,782
Macoris, San Domingo	—	77	279
Malmo, Sweden	—	250	150
Malta, Island of	100	785	1,048
Mannos, Brazil	—	—	6
Manchester, England	525	1,550	1,945
Manzanillo, Cuba	—	140	80
Maracaibo, Venezuela	—	51	147
Marseilles, France	—	6,050	24,402
Martinique, W. Indies	—	2,086	1,489
Matanzas, W. I.	—	80	5
Mauritius, Island of	—	—	19
Mazatlan, Mexico	—	—	11
Melbourne, Australia	—	62	174
Messina, Sicily	—	—	30
Monrovia, Liberia	—	—	14
Montego Bay, W. Indies	—	—	23
Monte Cristi, San Dom.	—	—	308
Montevideo, Uruguay	151	1,826	1,600
Naples, Italy	—	2,794	3,323
Newcastle, England	—	—	25
Nuevitas, Cuba	—	—	20
Oran, Algeria	—	453	687
Palermo, Sicily	—	—	445
Panama, Panama	—	—	22
Paderina, Asia	—	26	118
Para, Brazil	—	346	12
Paramaribo, Dutch Guiana	—	—	7
Patras, Greece	—	—	200
Phillippeville, Algeria	—	—	150
Piraeus, Greece	—	—	25
Point a Pitre, W. I.	—	—	249
Port Antonio, Jamaica	—	—	28
Port au Prince, W. I.	—	23	51

SCIENTIFIC

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Port Barrios, C. A.	—	28	68
Port Cabello, Venezuela	8	73	84
Port Limon, Costa Rica	78	290	153
Port Maria, Jamaica	—	3	—
Port Natal, Cape Colony	—	—	66
Port of Spain, W. I.	—	—	20
Port Said, Egypt	5	19	203
Prevesa, Turkey	—	—	23
Progreso, Mexico	—	153	58
Puerto Plata, San Dom.	—	484	280
Punta Arenas, C. R.	32	32	—
Ravenna, Italy	—	800	2,499
Rio Janeiro, Brazil	159	1,587	2,090
Rosario, A. R.	—	19	—
Rotterdam, Holland	300	24,584	20,257
St. John, N. F.	—	26	—
St. Kitts, W. I.	—	213	95
St. Lucia, W. I.	—	—	77
St. Thomas, W. I.	—	26	21
Salonica, Turkey	—	1,096	3,246
Samana, San Dom.	—	—	156
Sanchez, San Domingo	—	52	99
San Domingo City, San Dom.	—	204	358
San Jose, C. R.	—	—	17
Santiago, Cuba	—	328	273
Santos, Brazil	—	241	—
Savanna, Colombia	—	8	—
Sfax, Tunisia	—	—	47
Sierra Leone, Africa	—	41	—
Smyrna, Turkey	—	840	754
Souss, Tunisia	—	—	250
Southampton, England	200	850	300
Stavanger, Norway	—	10	—
Stettin, Germany	—	150	2,100
Stockholm, Sweden	27	227	50
Surinam, D. Guiana	—	14	—
Sydney, Australia	—	55	—
Syracuse, Sicily	—	—	25
Tampico, Mexico	—	250	51
Trieste, Austria	—	100	9,105
Trinidad, Island of	10	163	134
Tunis, Algeria	—	—	1,008
Valparaiso, Chile	307	2,062	1,149
Varna, Bulgaria	—	35	—
Venice, Italy	—	5,088	20,634
Vera Cruz, Mexico	26	87	262
Wellington, N. Z.	—	—	74
Yokohama, Japan	—	10	9

Total 3,788 120,985 212,118

From New Orleans.

Antwerp, Belgium	—	250	5,596
Belfast, Ireland	—	433	575
Bordeaux, France	—	15	75
Bremen, Germany	—	75	1,040
Christiania, Norway	—	3,095	—
Colon, Panama	—	21	135
Copenhagen, Denmark	—	550	2,385
Genoa, Italy	—	25	450
Glasgow, Scotland	—	685	1,529
Gothenberg, Sweden	—	600	—
Hamburg, Germany	175	2,336	24,401
Havana, Cuba	—	267	1,178
Havre, France	—	302	1,807
Liverpool, England	—	200	8,690
London, England	275	2,250	9,200
Manchester, England	—	—	2,650
Marseilles, France	—	250	11,262
Naples, Italy	—	100	350
Odessa, Russia	—	—	50
Rotterdam, Holland	5,000	15,187	58,725
Stavanger, Norway	—	835	—
Trieste, Austria	—	—	4,015
Venice, Italy	—	600	—
Vera Cruz, Mexico	—	—	480

Total 5,450 31,276 134,832

From Galveston.

Bremen, Germany	—	—	290
Christiania, Norway	—	—	50
Hamburg, Germany	—	392	1,030
Liverpool, England	—	750	—
Rotterdam, Holland	—	3,760	17,999
Vera Cruz, Mexico	—	—	2,100

Total 4,908 21,469

From Baltimore.

Copenhagen, Denmark	—	50	—
Hamburg, Germany	—	3,256	625
Havre, France	—	50	—
Rotterdam, Holland	—	105	400

Total 3,461 1,025

From Philadelphia.

Rotterdam, Holland	—	104	604
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Total — 604

From Savannah.

Algiers, Algeria	—	—	214
Antwerp, Belgium	—	—	102
Bremen, Germany	—	716	408
Christiania, Norway	—	960	—
Copenhagen, Denmark	2,051	2,051	—
Genoa, Italy	—	—	5,192
Gothenberg, Sweden	—	306	206
Hamburg, Germany	—	8,156	1,577
Havre, France	442	1,072	4,556
Leghorn, Italy	—	—	583
Liverpool, England	—	4,541	—
London, England	52	52	28
Malta, Island of	—	—	229
Manchester, England	—	4,230	24
Marseilles, France	—	—	1,949
Naples, Italy	—	—	904
Oran, Algeria	—	—	126
Rotterdam, Holland	102	7,952	15,373
Stavanger, Norway	—	—	215
Stettin, Germany	—	—	461
Trieste, Austria	—	—	281
Venice, Italy	—	—	1,528

Total 2,567 25,045 83,852

From Newport News.

Hamburg, Germany	350	350	—
Liverpool, England	—	—	3,300
Rotterdam, Holland	400	3,750	—

Total 750 4,100 3,300

From Norfolk.

Glasgow, Scotland	—	325	—
Hamburg, Germany	—	—	100
Liverpool, England	—	950	775
Rotterdam, Holland	—	3,600	930

Total — 4,875 1,825

From All Other Ports.

Antwerp, Belgium	—	50	—
Canada	—	6	10,786

Hamburg, Germany	—	175	—
Liverpool, England	—	—	20
Mexico (including overland)	2,223	29,077	50,179

Total 2,223 29,308 60,985

Recapitulation.

From New York	3,788	120,985	212,118
From New Orleans	5,450	31,276	134,832
From Galveston	—	4,908	21,469
From Baltimore	—	3,461	1,025
From Philadelphia	—	—	604
From Savannah	2,567	25,045	83,852
From Newport News	750	4,100	3,300
From Norfolk	—	4,875	1,825
From all other ports	2,223	29,308	60,985

Total 14,853 224,012 470,010

WORKING TOGETHER IN COTTONSEED FIELD

Co-operation between the Cotton Growers and Cotton and Cottonseed Mill Men—An Advantage and Boon to the South.

By G. S. WEEVER.

[This article is to be published by the Inter-State Cottonseed Crushers' Association in the first issue of its Agricultural Digest.]

The grower of cotton, the manufacturer, who spins its fleecy bloom into innumerable fabrics and the cotton oil man, who, by crushing its tiny seed, obtains those by-products which in the last thirty years have astounded the world with their importance and usefulness, are so necessary to one another and to the South that nothing could be more productive of good to the grower, the spinner and the crusher than a thoroughly honest co-operation, thus forming, as it were, a "Cotton Trinity."

Nothing could mean more to the enrichment and advancement of the South. For, instead of our cotton mills being forced to ship their products to the North to be stamped with the brand of a Northern mill, in order to receive Southern approval, a confidence in the South's products would be established, which would mean a greater home consumption, more mills within our borders, the employment of more skilled labor and wage-earners of all character, necessarily engendering prosperity instead of, as Dr. T. H. Powers, State Superintendent of Education of Mississippi, said, "furnishing Southern money to pay for the finished product of the output of our own soil."

It certainly is not business-like to send a bale of cotton for which we get \$60 to the Northern mills, only to have it sent back to us as mercerized silk at a price of \$1,700. A bale of cotton is sold at 10 cents a pound. It goes abroad, is made up into 12,500 handkerchiefs, and we buy back that bale of cotton we sold for \$50 for \$1,250. Why? Because we do not do this work, and we never will, as long as we do not encourage home mills.

Cotton Oil Industry an Example.

Take the cotton oil industry. According to bulletin No. 100, recently issued by the Bureau of the Census, prepared by Daniel C. Roper, expert chief of division, under the supervision of Wm. M. Stewart, chief statistician of manufactures, the estimated quantity of cotton seed produced in 1908 is 5,903,838 tons, of which 3,669,747 tons were treated by the oil mills. On account of the great and growing demand for hulls, meal and oil, together with crop failures, etc., the price now of cotton seed is \$25 per ton and over. But an average price of \$18 per ton, \$86,055,466, was paid to the cotton grower in 1908 for cotton seed which 30 years ago was a waste product.

Where did most of the by-products of this vast amount of cotton seed go? To Northern soap factories to be sold back to us as soap at anywhere from 10 to 75 cents a cake; to Northern and Western stock raisers to be sold back to us as beef at anywhere from 5 to 11 cents per pound, or as pork from 8 to 16 cents; and abroad where cottonseed meal and cottonseed oil are extensively used.

Look at the vast saving if all the seed, not used for planting, were pressed for oil and meal. Then enough stock could be

raised in the South to consume the meal, thus not only stopping the frightful waste of fertility from our Southern lands, but in addition raising our own garden truck and grain, and furnishing our own beef and dairy products, instead of mortgaging our cotton crop for the necessities of life. Then, too, a higher and more staple price for cotton and cotton seed would be maintained were it not for the unwarranted prejudice and lack of home consumption of these by-products of the South.

Cottonseed oil has been scientifically proven clean, cheap and a most wholesome cooking fat, yet most of our cotton oil is shipped to the Northern States, Canada and abroad. Cottonseed meal has been proven an excellent food and fertilizer, yet very little in comparison is consumed at home. Every new by-product created by the crusher, every increased demand for the by-products of cotton seed but increases the demand and price of the seed itself.

The grower raises the cotton, sells the seed to the crusher, who sells the hulls and meal to the grower, who feeds it to his stock, thus putting it back into the ground, to say nothing of the meat, milk and butter it has produced. The price and demand for meal is increased, and the price of seed advanced. Every dollar's worth of feed, fertilizer or cooking fat that is not a by-product of cotton seed, bought by a cotton grower, detracts from the amount he received for his crop. Every dollar's worth of hulls, meal or cotton oil bought by the grower from the crusher not only helps that crusher, but makes it possible for him to create that increased demand and price for seed.

According to the following extract taken from the paper read before the meeting at Memphis of the Inter-State Cotton Seed Crushers' Association, by R. L. Bennett, cotton expert of the United States Department of Agriculture, "A source of great loss to growers, spinners and oil mills, who use lint and seed, is the impurity of the planting seed, and more importance should be attached to the selection of this planting seed. Mixed seed producing mixed or uneven lint and seed, as the following sample of 881 seed shows.

	Per cent of meat.
271 white seed	45
263 small white seed	48
37 smooth black seed	61
114 green seed	52
60 small black seed, with tuft of lint	58
136 medium fuzzy brown seed	59
881 Average	53.2

"The development and cultivation of pure seed, having desirable qualities, will make the crop more certain, increase the value of lint and seed for manufacturing, in fact, the combined advantages from several sources, and this without cost to the grower and oil mill, is capable of amounting to a large extra profit."

The grower, the spinner and the crusher in helping one another help themselves and their interests, being so closely allied, should be one.

HIDES AND SKINS

(Daily Hide and Leather Market)

Chicago.

PACKER HIDES.—The market continues generally inactive but is no weaker than formerly. The small receipts of cattle and the agitation for cheaper meat is curtailing both the city and country butcher slaughter. There is a considerable difference of opinion among packers as to prices and at present the asking prices vary from $\frac{1}{2}$ to 1c. as to packers. Those packers who feel pessimistic will have to accept bottom figures on their hides to make sales and those who are optimistic and are holding for higher prices than are at present obtainable will probably have to keep their stocks until there is more of an improvement in the prospects for general business. Native steers continue unchanged and quotable at 16 $\frac{1}{2}$ c. for late salting with more obtainable at this figure and some packers holding out for considerably more. Texas steers are in moderate supply and in fair demand on the basis of 16c. for heavies, 15c. for lights and 14c. for extremes, but some packers are asking $\frac{1}{4}$ to $\frac{1}{2}$ c. over these figures although they are unable to interest tanners. Butt brands are mostly obtainable at 15c. for current salting although some lots are held at 15 $\frac{1}{2}$ c. One sale has been made of four ears of butt brands and Colorados together at 15c. Colorados are rather easy at 15c., although they sold at this along with butt brands as above. Branded cows continue quiet and nominally quotable at 13@13 $\frac{1}{2}$ c. for late salting and some packers talking considerably over these prices for stock running back. Native cows are fairly steady on the basis of last sales. The supply now of Nov. and Dec. light cows is small and the only packer having any of these is indulging in views around 15 $\frac{1}{2}$ c. for Nov. and 15c. for Dec. salting but last sales of both Nov. and Dec. were at 14c., and buyers will not pay any more now. The big packers and one of the smaller packers not engaged in tanning are offering January light cows freely at 14c. Buyers' views are under this figure, however, for Januaries, although bids at loss are reported declined. Packers claim that the Eastern markets are now all cleaned up on kosher cows of all weights, mostly on the basis of 13c. and that Eastern packers are now asking more. January heavy cows are offered here at 15c. but 14 $\frac{1}{2}$ c. is the best bid and most buyers talk less. Native bulls continue nominal at 13 $\frac{1}{2}$ c. asked and branded bulls are entirely nominal at 13c.

COUNTRY HIDES.—There is no further weakness in the situation and Chicago dealers continue to hold steady at their asking rates although they have been unable to do any business of late of account as tanners have been buying at outside points at relatively lower figures than Chicago dealers were willing to accept. It is reported that hides are in smaller supply in the Northwest than it was thought they were and dealers in the Twin cities are mostly holding firm. Last sales of 25 lb. and up cows at regular Western points were at 12 $\frac{1}{2}$ c. on selection Chicago freight and Iowa and Northwest dealers are quoting 12 $\frac{1}{2}$ to 12 $\frac{3}{4}$ c. on selection Chicago freight. Dealers in the Southwest are talking about $\frac{1}{2}$ c. stronger and are now asking 11 $\frac{1}{4}$ to 11 $\frac{1}{2}$ c. flat f. o. b. Mo. River. Ohio buffs and 50 lb. and up cows are quoted steady around 13c., and Ohio extremes from 13 $\frac{1}{2}$ to 14c. Buffs at Chicago are mostly quot-

able at 12 $\frac{3}{4}$ c. for stock on hand although some lots are held at 13c. Chicago dealers report being sold ahead at 12 $\frac{3}{4}$ to 13c. but buyers claim that there are plenty of hides obtainable here. Heavy cows rule unchanged at 12 $\frac{3}{4}$ to 13c. with no trading of consequence reported. Extremes continue quotable at 13 to 13 $\frac{1}{2}$ c. for good lots such as are obtainable at the present season while poor stock ranges from 12 $\frac{1}{4}$ to 12 $\frac{3}{4}$ c. Some Chicago dealers still have deliveries to make on previous sales running about 40 per cent seconds, which were made at 13 to 13 $\frac{1}{2}$ c. Heavy steers continue quiet at a range of 13 $\frac{1}{2}$ to 14c. with most sales at under 14c. Heavy bulls are also quiet with late receipts quotable at 11 $\frac{1}{4}$ to 11 $\frac{1}{2}$ c. as to lots. Branded hides are being held slightly firmer owing to stronger reports from South America and dealers are not disposed to sell regular countries under 10 $\frac{1}{2}$ c. flat; small packer 11 $\frac{1}{2}$ to 12c.

Later.—One car of buffs on hand and ready for shipment has been sold by one of the smaller Chicago dealers at 12 $\frac{1}{2}$ c. and this price is all that buyers will bid for more although the larger dealers continue to hold at 12 $\frac{3}{4}$ to 13c. Prices are unchanged at outside Western points with sales of several cars of all weight cows selected and delivered at Chicago and Milwaukee at 12 $\frac{1}{2}$ c. and in some instances down to 12 $\frac{1}{4}$ c.

HORSE HIDES.—Market quiet at \$3.75 bid for countries and \$4 bid for cities.

CALFSKINS.—A small lot of packer skins has been sold at 18 $\frac{1}{2}$ c. that had been held at 18 $\frac{1}{2}$ c. Packers are asking around 15c. for kips that include Oct. and Nov. salting. Chicago city skins are still held at 18c. with tanners' views 17 $\frac{1}{2}$ c. There are bids of 17 $\frac{1}{2}$ c. for real selection outside cities including choice countries but regular outside cities are offered 17 $\frac{1}{2}$ c. and countries at 16 $\frac{1}{2}$ to 17c. with countries selling at outside points as low as 15c. Light calf continues quotable at \$1 to \$1.10 and deacons at 20c. apiece less. Most tanners are talking about holding out of the market and waiting for the spring crop of calfskins which they expect within 60 days, which will be short haired and more desirable.

SHEEPSKINS.—The market is quiet and nominally unchanged at former quotations.

New York.

DRY HIDES.—There is a fair amount of activity but at no higher figures for common varieties and sales effected are reported at the same figures as were previously secured. The sales include 6,200 Puerto Cabollos, etc., at 23c., about 3,000 moro Bogotas on the basis of 22 $\frac{1}{2}$ c. for mountains, 2,400 Orinocos at 24c. and about 5,000 Central Americans, etc., at 22 $\frac{1}{2}$ c. Out of the 4,800 Bogotas, etc., sold in a week 2,735 are reported exported to Europe. The River Plate market is hardly as firm although offerings now are without guarantee as to hair. Some sources offer Buenos Ayres at 22c., without guarantee as to hair. Some other offerings are above this and some offerings are reported of Montevideos at 23 $\frac{1}{2}$ c. Brazil hides are reported firmer and sales are reported of Bahias at 22 $\frac{1}{2}$ c. The market on Chinas is weaker. Some sales have been rumored of these down to 10 $\frac{1}{2}$ c. and others at 10 $\frac{1}{4}$ c. but some present offerings at 10 $\frac{3}{4}$ c. are not taken and buyers claim they can secure those at less.

WET SALTED HIDES.—Different cables report different prices on the sale recently of 4,000 Sansimona Frigorificos. One cable states these brought 16 $\frac{1}{2}$ c. c. i. f. with the usual commissions added and another cable states those brought 16 $\frac{1}{2}$ c. net, which would figure out about 17c., or a trifle more with commissions. The hides are reported sold to Boston. A sale is also reported of 4,000 Las Palmas frigorifico cows at 14 $\frac{1}{2}$ c. with commissions figured.

CITY PACKER HIDES.—No further trading has been reported and the market remains easy.

COUNTRY HIDES AND CALFSKINS.—The market on hides continues weak. A car of 800 New York State cows out of first salt has been sold at 12c. flat. Little lots of hides at nearby points in parcels ranging from 100 to 400 each are selling at from 11 $\frac{1}{2}$ to 11 $\frac{3}{4}$ c. flat and in some cases those are being secured at 12c. flat but weighed and delivered in New York. Some buyers who bid 11 $\frac{1}{2}$ c. flat for half car loads of State cows early this week and which offers were refused in some instances are now only willing to bid 11 $\frac{1}{2}$ c. flat for similar lots. Penn. dealers in some instances state that it is difficult now to get over 12 $\frac{1}{2}$ c. selected for buffs. Canadian cows are weak and a car of these was recently secured at 11 $\frac{1}{2}$ c. flat, f. o. b. There is an offering here of 5 cars of Canadian cows by one dealer who has the hides on hand and ready for shipment at 12c. flat, but these two have not as yet been sold and were refused by one buyer at the 12c. price asked. The calfskin situation continues slow and easy. New York City skins are quoted nominally at \$1.50, \$2.05 to \$2.10 and \$2.40 to \$2.45 but no further sales are reported. Country and outside city skins range from \$1.25 to \$1.35, \$1.85 to \$1.90 and \$2.10 to \$2.20.

EUROPEAN MARKETS.—Advices from France are that considerable loss has been caused to live stock along the River Seine, etc., and it is thought likely that some of the hide houses in Paris have been flooded but details or confirmation of this have not been received here by houses with Paris connections. Deliveries are likely to be delayed in Paris and it is thought this may strengthen the German markets. The Paris auctions started Thursday, and some early cables announced that at the opening of the sale prices on hides advanced about 2 per cent., but most cables are more or less delayed.

Boston.

The market is quiet. Ohio buffs are selling slowly at 12 $\frac{3}{4}$ to 13c. and extremes at 13 $\frac{1}{2}$ to 14c., but for some lots of Ohio buffs buyers are only bidding 12 $\frac{1}{2}$ c. Southern hides are in some demand with best lots bringing up to 11c. and most regular lots selling at 10 $\frac{1}{2}$ to 10 $\frac{3}{4}$ c.

**DON'T SELL YOUR
PIG SKIN STRIPS**
before consulting us on the market
J. A. MIDDLETON & CO.
Tanners' Agents. 217 LaSalle St., Chicago

BUTCHERS AND HIDE DEALERS

Will do well to send their collections of Hides, Calfskins, Pelts, Tallow, Bones, etc., to Carrol S. Page, Hyde Park, Vt. He pays spot cash. He pays the freight. He pays full market value. He also furnishes money with which to buy, and keeps his customers thoroughly posted at all times as to market changes and market prospects. Write him for full particulars and his free bulletin.

RETSOF

Chicago Section

Is it persecution or prosecution, or both?

Mercy! but ain't that government outfit a rude lot of persons!

What is there on the score card cheaper than meat, anyhow?

Let meat boycotters take Ophelia's warning: "Don't start nothing what you can't keep up with."

Swift & Company's sales of fresh beef in Chicago for the week ending Saturday, Jan. 22, 1910, averaged 8.30 cents per pound.

According to some people's ideas the get-rich-quickest scheme is—run a meat market, but be sure and don't let it run you—off'n the job.

The psychological objections to goat meat are fragments of posters, tin cans, clothes-lines, mattresses, etc., found in the goat goulash.

Don't let the sun fool you into shedding any of your winter rags and tatters just because he warms up a little now and again. He is trying to play into the doctor's mitt.

E. Tilden has a chance now to show his oratorical abilities; his nerve and resourcefulness have never been questioned. They'll find him a pretty big man, put up in a handy package.

The calamity howler is again abroad in the land. One broke out of the woodshed in Boston and came here howling about a panic before 1912. That kind of people ought to die, and die sudden.

If you get 75 per cent. of dressed hog how much per pound should you get for pork loins with hogs at \$8.75 per hundred? Now don't "rare up" and show your ignorance; this is just supposin'.

How is it these cartoonists invariably picture the consumer, the biggest factor in the whole bunch, as a little scrawny, miserable-looking critter? Why not picture him as a big cheese, a big sucker, a big bone-headed chump?

Calvin M. Favorite made the 76th lap Saturday last successfully. Mr. Favorite joined Armour & Company 33 years ago and retired 5 years ago as general manager. He is still a member of the Board of Trade and has an office at No. 205 La Salle street.

He cut out eating meat—
That was all.
So the neighbors sadly said
As they gathered 'round his bed
When they learned that he was dead;
He cut out eating meat—
That was all.

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BRILL & GARDNER
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Specialties: Packing Plants, Cold Storage,
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D. I. DAVIS & CO.
Successors
WILDER & DAVIS,
PACKINGHOUSE ARCHITECTS
CHICAGO, ILL.

That photograph of E. Tilden in Sunday's Chicago Examiner ought to be good grounds for a libel suit. In the photos of J. O. Armour and E. Morris one could trace some resemblance to the originals, but the one of L. F. Swift would pass for Jim Jeffries. As for Tilden's—!!!

"Bubbly Crick" was in the limelight at Monday night's meeting of the City Council. It developed that the Union Stock Yards Company saves \$120,000 per year by using the water from the creek. A few years ago you couldn't cut that water in the middle of July with an axe. Some improvement, eh?

Plain clothes men shadowed two suspicious looking characters in Boston recently, suspecting them of being there for the purpose of abducting a young lady from a suburban seminary. They proved to be Bob Hunter and Jim Agar, and the young lady was Miss Agar, Jim's daughter. It goes to show, however, what "looks" will get people into sometimes.

Touchin' on an' appertainin' to the meat shortage and high prices Secretary Wilson blames the retailers. Babson of Boston says: "Overproduction of gold." President E. P. Ripley, Santa Fe R. R.: "Extravagance of women." Bowers of Memphis: "Demand for young stuff." State Librarian, Ohio: "The retailer is it." James J. Hill: "Living high is the cause." Hetty Green: "Barefaced robbery." W. H. Taft: "Some reason other than the law of supply and demand." J. O. Armour: "Demand in excess of supply." Chicago Daily Socialist: "Private ownership." Happy Hooligan: "Didn't know dere was any change in de price of anytin'." The retailer: "The packer." And so on ad infinitum. The real cause: "The crafty old farmer, and Tama Jim knows it; that's all!"

Louis Pfaelzer, for 44 years a familiar figure around the Stock Yards, died on Jan. 21 at Excelsior Springs, Mo., and was buried on Jan. 24 at Rose Hill. Mr. Pfaelzer was one of the most popular men in the packing business and one of the most successful, and

worthily so. The business will be continued under the old name of Louis Pfaelzer & Sons by the sons, who are all clever, square business men, worthy sons of a worthy sire. For many years Louis Pfaelzer was a conspicuous figure among the live stock traders at the Yards. He conducted an independent slaughtering plant on Emerald avenue and had a retail butcher shop on Halsted street. He was just planning on building a much larger plant a few blocks further north, and it was his ambition to have one of the finest independent abattoirs in the city. For many years he was head cattle buyer for the S. & S. company and also bought for other smaller concerns. He was considered one of the best judges of cattle in the business. He was born in Germany Feb. 6, 1844, and came to Chicago in 1864. He lived at 4959 Washington Park court. He is survived by four sons, Eli, David, Abe and Jonas L., and two daughters, Mrs. J. L. Felsenath and Mrs. A. L. New.

?

Give me, said she, an ounce or two
Of meat, I want to make a stew;
I want to make a stew, you know,
As near the same that long ago
We often had. But then, you see,
I don't expect this stew to be
Half meat. Oh, no! Not! Nlt!
But just enough to season it.

My dear ma-dam, the butcher said,
I sometimes wish that I were dead;
The packer crowd, he said, said he,
Have just about dingbusted me.
I telephoned today for meat
The Who's This Branch on Upty Street.
"All right," they said, "at umpty cents"—drug
weight at that,
Now you can see where I am at!

The lady smiled a smole and said:
Some others, too, wish you were dead.
The fact, dear sir, the truth to tell
Most of us wish you were in—well,
We'll say no more of that just now;
Send over half an ounce of cow.
Yes! send it C. O. D., said she,
And tell the boy to rush it, see?

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EDWIN C. PRICE, President

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Correspondence Solicited on S. P. Meats, P. S. Lard,
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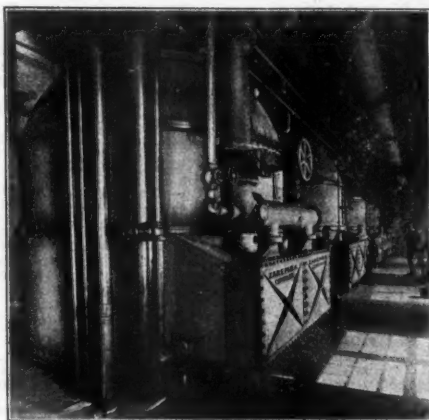
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IT IS THE LIMIT!

THE

Zaremba Patent Evaporator

Is the Upper Limit of Evaporator Excellence

ZAREMBA COMPANY, 1240 Monadnock Block, CHICAGO

DANGER!

If you are putting away product at these prices without a "hedge," you are jeopardizing your profits. Or if there are no profits in killing, why not buy product? If the hogs won't come in—**PROVISIONS MUST ADVANCE.**

L. J. SCHWABACHER

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CHICAGO

CHICAGO LIVESTOCK

RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Monday, Jan. 17.....	28,955	1,061	34,205	29,030
Tuesday, Jan. 18.....	7,122	1,060	18,744	9,480
Wednesday, Jan. 19.....	16,816	1,209	23,216	14,586
Thursday, Jan. 20.....	12,073	1,497	32,372	14,073
Friday, Jan. 21.....	3,627	427	22,056	7,999
Saturday, Jan. 22.....	1,518	220	12,498	1,969

Total last week.....	70,141	5,474	143,141	77,137
Previous week.....	63,908	5,024	132,594	81,187
Cor. week 1909.....	70,640	5,509	209,944	88,239
Cor. week 1908.....	74,067	6,335	259,328	98,243

SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Monday, Jan. 17.....	7,728	183	10,710	3,961
Tuesday, Jan. 18.....	8,224	85	3,960	2,397
Wednesday, Jan. 19.....	6,701	101	4,398	1,539
Thursday, Jan. 20.....	7,044	31	7,484	2,017
Friday, Jan. 21.....	4,151	45	4,920	924
Saturday, Jan. 22.....	781	...	3,254	276

Totals last week.....	29,629	445	33,826	11,144
Previous week.....	28,315	644	39,081	10,315
Cor. week 1909.....	36,878	670	45,670	10,444
Cor. week 1908.....	35,696	608	41,284	15,659

CHICAGO TOTAL RECEIPTS LIVESTOCK.

	Cattle.	Hogs.	Sheep.
Year to Jan. 22, 1910.....	187,947	422,074	240,731
Same period, 1909.....	228,097	653,360	231,897

Combined receipts of hogs at eleven points:	
Week ending Jan. 22, 1910.....	472,000
Week previous.....	490,000
Year ago.....	675,000
Two years ago.....	852,000
Year to Jan. 22, 1910.....	1,780,000
Same period, 1909.....	2,561,000

Receipts at six points (Chicago, Kansas City, Omaha, St. Louis, St. Joseph, Sioux City) as follows:

	Cattle.	Hogs.	Sheep.
Week to Jan. 22, 1910.....	173,400	351,700	169,900
Week ago.....	175,900	354,000	169,700
Year ago.....	170,300	319,700	134,900
Two years ago.....	177,700	611,800	119,000

CHICAGO PACKERS' HOG SLAUGHTER.

Week ending Jan. 22, 1910:	
Armour & Co.....	23,600
Swift & Co.....	17,200
S. & S. Co.....	16,400
Morris & Co.....	10,700
Anglo-American.....	5,900
Boyd & Lunham.....	5,500
Hammond.....	7,700
Western P. Co.....	5,600
Boore & Co.....	3,100
Roberts & Oake.....	4,200
Others.....	24,700
Totals.....	125,600
Previous week.....	126,500
Same week, 1909.....	172,000
Same week, 1908.....	228,700
Year to Jan. 22, 1910.....	353,100
Same period, 1909.....	533,600

WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
Week Jan. 22, 1910.....	\$6.10	\$8.60	\$5.55	\$9.35
Last week.....	6.25	8.57	5.50	8.30
Year ago.....	3.50	6.21	4.65	7.30
Two years ago.....	5.23	4.88	4.80	7.75
Three years ago.....	5.45	6.67	3.15	7.40

CATTLE.

Good to prime steers.....	\$7.00@8.25
Fair to good steers.....	6.00@7.00
Common to fair heifers.....	5.00@6.00
Good to fancy yearlings.....	6.75@7.75
Good to choice beef cows.....	4.50@5.75
Medium to good beef cows.....	3.00@4.50
Inferior killers.....	3.75@5.00
Common to good cutters.....	2.75@3.50
Inferior to good cannors.....	2.25@2.95
Good to choice heifers.....	5.00@6.00
Common to fair heifers.....	3.00@4.50
Butcher bulls.....	3.75@5.40
Good to choice calves.....	5.50@6.50
Medium calves.....	7.00@7.75
Heavy calves.....	4.50@5.25

Bologna bulls.....

3.50@4.25
Canner bulls.....2.50@3.25

HOGS.

Good to prime heavy hogs.....	\$8.50@8.80
Good to prime medium-weight butchers.....	8.45@8.55
Fair to good mixed.....	8.40@8.50
Fair to fancy light.....	8.35@8.45
Common to good light mixed.....	8.25@8.35
Pigs, 90 to 140 lbs.....	7.75@8.10
Boars, according to weight.....	5.00@6.00
Stags.....	9.10@9.50

SHEEP.

Feeding lambs.....	\$5.75@7.25
Native yearlings.....	5.50@7.75
Native wethers.....	4.00@6.15
Good to choice native ewes.....	3.50@6.00
Native lambs.....	7.25@8.65
Feeding ewes.....	4.00@5.50
Fed yearlings.....	5.25@7.75
Fed wethers.....	4.50@6.00
Fed lambs.....	6.85@8.50
Fall-clipped lambs.....	7.25@7.75

CHICAGO PROVISION MARKET

Range of Prices.

SATURDAY, JANUARY 22, 1910.

PORK—(Per bbl.)—	Open.	High.	Low.	Close.
January.....	\$21.10	\$21.10	\$20.90	\$20.90
May.....	21.65	21.70	21.25	21.25
July.....	21.60	21.65	21.25	21.25
LARD—(Per 100 lbs.)—				
January.....	12.27½	12.27½	12.15	12.15
May.....	12.02½	12.02½	11.85	11.85
July.....	11.92½	11.92½	11.77½	11.77½
RIBS—(Boxed, 25c. more than loose)—				
January.....	11.70	11.70	11.50	11.52½
May.....	11.55	11.55	11.37½	11.37½
July.....	11.42½	11.45	11.37½	11.37½

MONDAY, JANUARY 24, 1910.

PORK—(Per bbl.)—	Open.	High.	Low.	Close.
January.....	20.45	20.50	20.00	20.00
May.....	21.10	21.10	20.50	20.50
July.....	21.00	21.00	20.50	20.50
LARD—(Per 100 lbs.)—				
January.....	12.05	12.05	11.85	11.85
May.....	11.80	11.80	11.57½	11.57½
July.....	11.70	11.70	11.50	11.50
RIBS—(Boxed, 25c. more than loose)—				
January.....	11.60	11.65	11.50	11.60
May.....	11.30	11.32½	11.15	11.17½
July.....	11.30	11.30	11.15	11.15

TUESDAY, JANUARY 25, 1910.

PORK—(Per bbl.)—	Open.	High.	Low.	Close.
January.....	19.80	20.07½	19.77½	20.05
May.....	20.45	20.60	20.25	20.52½
July.....	20.25	20.60	20.25	20.52½
LARD—(Per 100 lbs.)—				
January.....	11.60	11.75	11.50	11.70
May.....	11.45	11.57½	11.30	11.50
July.....	11.50	11.50	11.25	11.42½
RIBS—(Boxed, 25c. more than loose)—				
January.....	11.35	11.37½	11.32½	11.32½
May.....	11.07½	11.25	11.00	11.17½
July.....	11.07½	11.22½	11.00	11.17½

WEDNESDAY, JANUARY 26, 1910.

PORK—(Per bbl.)—	Open.	High.	Low.	Close.
January.....	20.65	20.80	20.47½	20.75
May.....	20.75	20.75	20.60	20.70
July.....	20.72½	20.75	20.60	20.70
LARD—(Per 100 lbs.)—				
January.....	11.55	11.65	11.55	11.62½
May.....	11.45	11.57½	11.45	11.57½
July.....	11.45	11.57½	11.45	11.57½
RIBS—(Boxed, 25c. more than loose)—				
January.....	11.35	11.47½	11.35	11.47½
May.....	11.17½	11.30	11.17½	11.27½
July.....	11.20	11.27½	11.20	11.27½

THURSDAY, JANUARY 27, 1910.

PORK—(Per bbl.)—	Open.	High.	Low.	Close.
January.....	20.35	20.35	20.50	20.50
May.....	20.85	20.90	20.82	20.87
July.....	20.85	20.85	20.77	20.85

LARD—(Per 100 lbs.)—

January.....	11.92	11.80	11.80
May.....	11.70	11.72	11.67
July.....	11.65	11.67	11.60
RIBS—(Boxed, 25c. more than loose)—			
January.....	11.50	11.62	11.52
May.....	11.32	11.37	11.32
July.....	11.32	11.37	11.32

FRIDAY, JANUARY 28, 1910.

PORK—(Per bbl.)—	Open.	High.	Low.	Close.
January.....	20.45	20.50	20.45	20.50
May.....	20.85	20.97½	20.85	20.97½
LARD—(Per 100 lbs.)—				
January.....	11.77½	11.80	11.77½	11.80
May.....	11.67½	11.75	11.67½	11.72½
RIBS—(Boxed, 25c. more than loose)—				
January.....	11.67½	11.67½	11.52½	11.50
May.....	11.35	11.42½	11.35	11.40

†Bid. ‡Asked.

CHICAGO RETAIL FRESH MEATS.

(Corrected weekly by Terry & Son, 41st and Halsted Streets.)

Native Rib Roast.....	12½	@20
Native Sirloin Steaks.....	14	@22
Native Porterhouse Steaks.....	20	@30
Native Pot Roasts.....	10	@14
Rib Roasts from light cattle.....	8	@12½
Beef Stew.....	9	@12½
Boneless Corned Briskets, Native.....	12½	@14
Corned Rump, Native.....	10	@13
Corned Ribs.....	9	@11
Corned Flanks.....	9	@11
Round Steaks.....	12½	@15
Round Roasts.....	12½	@18
Shoulder Steaks.....	12	@14
Shoulder Roasts.....	11	@13
Shoulder Neck End, Trimmed.....	11	@13
Roiled Roast.....	14	@18

Lamb.

Hind Quarters, fancy.....	16	@14
Fore Quarters, fancy.....	14	@15
Legs, fancy.....	18	@20
Stew.....	10	@12½
Shoulders.....	10	@12½
Chops, Ribs and Loins.....	22	@25
Chops, Frenched, each.....	10	@15

Mutton.

Legs.....	14	@16
Stew.....	8	@12
Shoulders.....	8	@10
Hind Quarters.....	12½	@14
Fore Quarters.....	10	@12
Rib and Loins Chops.....	16	@20

Pork.

Pork Loins.....	15	@15
Pork Chops.....	16	@16
Pork Shoulders.....	14	@14
Pork Tenders.....	10	@10
Pork Butts.....	15	@15
Spare Ribs.....	15	@15
Blades.....	6	@6
Hocks.....	12½	@12½
Pigs' Heads.....	6	@9
Leaf Lard.....	16	@16

Veal.

Hind Quarters.....	12	@14
Fore Quarters.....	10½	@10½
Legs.....	14	@16
Breasts.....	9	@12½
Shoulders.....	10	@12½
Butlets.....	20	@22
Rib and Loins Chops.....	16	@20

Butchers' Offal.

Suet.....	8	@8
Tallow.....	4	@4
Bone.....	1	@1
Calfskins, 8 to 15 lbs.....	17	@17
Calfskins, under 8 lbs. (deacons).....	17	@17

AUTOMATIC
IMPROVED

TANKAGE PRESSES AND DRYERS

Economical Efficient
Great CapacitySAVING IN LABOR ALONE IN ONE YEAR WILL
OFFSET COST TO INSTALLFor Tankage, Blood, Bone, Fertilizer, all Animal and
Vegetable Matter. Installed in the largest packing-
houses, fertilizer and fish reduction plants in the world.

Send for Catalogue T. B.

American Process Co.
68 William St., - - New York

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.

Good native steers	10	@ 11 1/2
Native steers, medium	9	@ 9 1/2
Heifers, good	8 1/2	@ 9 1/2
Cows	7	@ 8
Head Quarters, choice	7	@ 13
Fore Quarters, choice	5	@ 8 1/2

Beef Cuts.

Cow Chucks	0	@ 7
Steer Chucks	7 1/2	@ 8 1/2
Beefless Chucks	7	@ 7
Medium Plates	5	@ 5 1/2
Steer Plates	0	@ 7
Cow Rounds	0 1/2	@ 7 1/2
Steer Rounds	3	@ 9
Cow Loins	8 1/2	@ 12 1/2
Steer Loins, Heavy	22	@ 22
Beef Tenderloins, No. 1	22	@ 22
Beef Tenderloins, No. 2	20	@ 20
Strip Loins	7 1/2	@ 8
Shoulder Butts	0	@ 12
Shoulder Clods	0	@ 12
Rolls	0	@ 9 1/2
Rump Butts	7	@ 10 1/2
Trimnings	6	@ 6
Shank	4 1/2	@ 5
Cow Ribs, Common, Light	0	@ 7 1/2
Cow Ribs, Heavy	10 1/2	@ 10 1/2
Steer Ribs, Light	14	@ 14
Steer Ribs, Heavy	17	@ 17
Loins Ends, steer, native	12	@ 12
Loins Ends, cow	9	@ 10
Hanging Tenderloins	7	@ 11
Flank Steak	7 1/2	@ 11
Wind Shanks	0	@ 3 1/2

Beef Offal.

Livers	0	@ 5 1/2
Hearts	0	@ 5
Tongues	0	@ 12
Sweetbreads	0	@ 24
Ox Tail, per lb.	0	@ 6 1/2
Fresh Tripe, plain	0	@ 2 1/2
Fresh Tripe, H. C.	0	@ 4 1/2
Brains	0	@ 6
Kidneys, each	0	@ 5 1/2

Veal.

Heavy Carcass Veal	8	@ 8 1/2
Light Carcass	0	@ 10
Good Carcass	0	@ 13 1/2
Good Saddle	0	@ 15
Medium Racks	0	@ 9
Good Racks	0	@ 11 1/2

Veal Offal.

Brains, each	0	@ 6
Sweetbreads	0	@ 05
Plucks	0	@ 45
Heads, each	0	@ 14

Lambs.

Medium Caul	0	@ 11 1/2
Good Caul	0	@ 12 1/2
Round Dressed Lambs	0	@ 14 1/2
Saddles, Caul	0	@ 14
B. D. Lamb Racks	0	@ 11
Caul Lamb Racks	0	@ 10
B. D. Lamb Saddles	0	@ 10
Lamb Fries, per pair	0	@ 6
Lamb Tongues, each	0	@ 5
Lamb Kidneys, each	0	@ 2

Mutton.

Medium Sheep	8 1/2	@ 0
Good Sheep	0	@ 10
Medium Saddle	11 1/2	@ 12
Good Saddle	0	@ 12 1/2
Medium Racks	0	@ 7 1/2
Mutton Legs	0	@ 12 1/2
Mutton Loins	0	@ 8 1/2
Mutton Stew	0	@ 7 1/2
Sheep Tongues, each	0	@ 2
Sheep Heads, each	0	@ 8

Fresh Pork, Etc.

Dressed Hogs	11 1/2	@ 11 1/2
Pork Loins	0	@ 11 1/2
Leaf Lard	0	@ 12 1/2
Tenderloins	0	@ 20
Spare Ribs	0	@ 11
Butts	0	@ 11 1/2
Hocks	0	@ 8
Trimnings	0	@ 10 1/2
Tails	0	@ 7 1/2
Snouts	0	@ 7
Pigs' Feet	0	@ 4
Pigs' Heads	0	@ 7
Blade Bones	0	@ 7 1/2
Cheek Meat	0	@ 7
Hog Plucks	0	@ 7 1/2
Neck Bones	0	@ 4 1/2
Skinless Shoulders	0	@ 11 1/2
Pork Hearts	0	@ 5 1/2
Pork Kidneys	0	@ 3 1/2
Pork Tongues	0	@ 11
Strip Bones	0	@ 5 1/2
Tail Bones	0	@ 5
Brains	0	@ 6
Backfat	0	@ 13 1/2
Hams	0	@ 14 1/2
Calas	0	@ 11 1/2
Beilles	0	@ 13 1/2
Shoulders	0	@ 11 1/2

SAUSAGE.

Columbia Cloth Bologna	0	@ 8
Bologna, large, long, round and cloth	0	@ 7 1/2
Choice Bologna	0	@ 8 1/2
Viennas	0	@ 10

Frankfurters	0	@ 10
Blood, Liver and Headcheese	0	@ 8
Tongue	0	@ 12
White Tongue	0	@ 12
Minced Sausage	0	@ 11
Prepared Sausage	0	@ 15
New England Sausage	0	@ 15
Compressed Luncheon Sausage	0	@ 15
Special Compressed Ham	0	@ 15
Berliner Sausage	0	@ 11
Boneless Butts in casings	0	@ 18
Oxford Butts in casings	0	@ 15
Polish Sausage	0	@ 9 1/2
Garlic Sausage	0	@ 9 1/2
Smoked Sausage	0	@ 10
Farm Sausage	0	@ 7
Pork Sausage, bulk or link	0	@ 11
Pork Sausage, short link	0	@ 11
Special Prepared Sausage	0	@ 12
Boneless Pigs' Feet	0	@ 8
Hams, Bologna	0	@ 9

Summer Sausage.

Best Summer, H. C., Medium Dry	0	@ 19
German Salami, Medium Dry	0	@ 19
Italian Salami	0	@ 24
Holsteiner	0	@ 14
Mettwurst, New	0	@ 15 1/2
Farmer	0	@ 15 1/2
Monarque Cervelat, H. C.	0	@ 15 1/2

Sausage in Oil.

Smoked Sausage, 1-50	0	@ 5.50
Smoked Sausage, 2-20	0	@ 5.00
Bologna, 1-50	0	@ 5.00
Bologna, 2-20	0	@ 4.50
Frankfurt, 1-50	0	@ 5.50
Frankfurt, 2-20	0	@ 5.00

VINEGAR PICKLED GOODS.

Pickled Pigs' Feet, in 200-lb. barrels	0	@ 9.75
Pickled Plain Tripe, in 200-lb. barrels	0	@ 5.00
Pickled H. C. Tripe, in 200-lb. barrels	0	@ 7.75
Pickled Ox Lips, in 200-lb. barrels	0	@ 14.00
Pickled Pigs' Snouts, in 200-lb. barrels	0	@ 32.00
Lamb Tongues, Short Cut, barrels	0	@ 32.00

CORNEB, BOILED AND ROAST BEEF.

1 lb., 2 doz. to case	0	@ 1.75
2 lbs., 1 or 2 doz. to case	0	@ 3.05
4 lbs., 1 doz. to case	0	@ 11.55
6 lbs., 1 doz. to case	0	@ 25.85
14 lbs., 1/2 doz. to case	0	@ 25.85

EXTRACT OF BEEF.

1-oz. jars, 1 doz. in box	0	@ 2.25
2-oz. jars, 1 doz. in box	0	@ 3.55
4-oz. jars, 1 doz. in box	0	@ 6.50
8-oz. jars, 1/2 doz. in box	0	@ 11.60
16-oz. jars, 1/2 doz. in box	0	@ 22.00
2, 5 and 10-lb. tins	0	@ 1.75 per lb.

BARRELED BEEF AND PORK.

Extra Plate Beef, 200-lb. bbls.	0	@ 15.00
Plate Beef	0	@ 14.00
Prime Mess Beef	0	@ 12.00
Extra Mess Beef	0	@ 11.00
Beef Hams (220 lbs. to bbl.)	0	@ 21.50
Rump Butts	0	@ 18.00
Mess Pork	0	@ 23.00
Clear Fat Backs	0	@ 25.50
Family Back Pork	0	@ 26.50
Bean Pork	0	@ 21.00

LARD.

Pure leaf, kettle rendered, per lb., tea	0	@ 15 1/2
Pure leaf, kettle rendered, per lb., tea	0	@ 14 1/2
Lard substitutes, tea	0	@ 11 1/2
Lard, compound	0	@ 11 1/2
Cooking oil, per gal., in barrels	0	@ 64
Barrels, 1/4 c. over tierces; half barrels, 1/4 c. over tierces; tubs and pails, 10 to 80 lbs., 1/4 to 1 c. over tierces	0	@ 15 1/2

BUTTERINE.

1 to 6; natural color, solids, f. o. b. Chicago	0	@ 15 1/2
Cooks' and bakers' shortening, tubs	0	@ 13

DRY SALT MEATS.

(Boxed. Loose are 1/4 c. less.)	0	@ 13 1/2
Clear Bellies, 14@16 avg.	0	@ 13 1/2
Clear Bellies, 18@20 avg.	0	@ 13 1/2
Rib Bellies, 18@20 avg.	0	@ 13 1/2
Fat Backs, 12@14 avg.	0	@ 12 1/2
Regular Plates	0	@ 12
Short Clears	0	@ 11
Butts	0	@ 11
Bacon meats, 1 c. more	0	@ 11

WHOLESALE SMOKED MEATS.

Hams, 12 lbs., avg.	0	@ 16 1/2
Hams, 16 lbs., avg.	0	@ 16 1/2
Skinless Hams	0	@ 16 1/2
Calas, 4@6 lbs., avg.	0	@ 12 1/2
Calas, 6@12 lbs., avg.	0	@ 12 1/2
New York Shoulders, 8@12 lbs., avg.	0	@ 21 1/2
Breakfast Bacon, fancy	0	@ 18
Wide, 10@12 avg., and strip, 3@4 avg.	0	@ 18
Rib Bacon, wide, 8@12, strip, 4@6 avg.	0	@ 18 1/2
Dried Beef Sets	0	@ 18 1/2
Dried Beef Insides	0	@ 18 1/2
Dried Beef Knuckles	0	@ 18 1/2
Dried Beef Outlets	0	@ 18 1/2
Regular Rolled Hams	0	@ 20 1/2
Smoked Baked Hams	0	@ 22
Baked Calas	0	@ 17 1/2
Cooked Loin Rolls	0	@ 12
Cooked Rolled Shoulders	0	@ 17 1/2

SAUSAGE CASINGS.

F. O. B. CHICAGO.

Rounds, per set	0	@ 16 1/2
Export Rounds	0	@ 21
Middles, per set	0	@ 70
Beef bungs, per piece	10 1/2	@ 17
Hog casings, as packed	0	@ 30
Hog casings, free of salt	0	@ 30
Hog middles, per set	0	@ 12
Hog bungs, export	0	@ 18
Hog bungs, large mediums	0	@ 8
Hog bungs, prime	0	@ 2 1/2
Hog bungs, narrow	2	@ 3 1/2
Imported wide sheep casings	0	@ 30
Imported medium sheep casings	0	@ 70
Beef weasands	0	@ 6 1/2
Beef bladders, medium	0	@ 35
Beef bladders, small, per doz.	0	@ 3
Hog stomachs, per piece	0	@ 4 1/2

FERTILIZERS.

Dried blood, per unit	2.95	@ 3.00
Horn meal, per unit	2.77 1/2	@ 2.80
Concent. tankage, 15% per unit	2.70	@ 2.75
Ground tankage, 12%	2.50	@ 10c.
Ground tankage, 11% per unit	@ 2.80	@ 10c.
Ground tankage, 10% per unit	@ 2.77 1/2	@ 10c.
Crushed tankage, 9 and 20%	@ 2.50	@ 10c.
Ground tankage, 6 and 35%	0	@ 21.00
Ground raw bone, per ton	18.00	@ 21.00
Ground steam bone, per ton	18.00	@ 21.00
Unground tankage, per ton less than ground	0	@ 50c.

HORNS, HOOFS AND BONES.

Horns, No. 1, 65% 70 lbs., average	\$250.00	@ 245.00
Horns, black, per ton	25.00	@ 25.00
Horns, striped, per ton	40.00	@ 42.50
Horns, white, per ton	50.00	@ 55.00
Flat shin bones, 35 to 40 lbs. ave. ton	45.00	@ 50.00
Round shin bones, 35 to 40 lbs. ave. ton	50.00	@ 55.00
Round shin bones, 50 to 85 lbs. ave. ton	57.50	@ 60.00
Long thin bones, 90 to 85 lbs. ave. ton	80.00	@ 85.00
Jaws, skulls and knuckles, per ton	26.00	@ 27.00

LARD.

Prime steam, cash	0	@ 11.85
Prime steam, loose	0	@ 11.55
Leaf	0	@ 11 1/2
Compound	0	@ 10 1/2
Neutral lard	13 1/2	@ 13 1/2

STEARINES.

Prime oleo	0	@ 17
Oleo No. 2	0	@ 17
Mutton	0	@ 13 1/2
Tallow	0	@ 9 1/2
Grease, yellow	0	@ 7 1/2
Grease, A white	0	@ 7 1/2

OILS.

Lard oil, extra, winter strained, tierces	0	@ 1.15
Extra No. 1 lard oil	0	@ 70
No. 1 lard oil	0	@ 60
No. 2 lard oil	0	@ 58
Oleo oil, extra	0	@ 13 1/2
Oleo oil, No. 2	0	@ 12 1/2
Oleo stock	0	@ 12 1/2
Neatsfoot oil, pure, bbls.	0	@ 75
Acidless tallow oil, bbls.	0	@ 64
Corn oil, loose	0	@ 6.00

TALLOW.

Edible	0	@ 9 1/2
Prime city	0	@ 7 1/2
No. 1 Country	0	@ 6 1/2
Packers' prime	0	@ 7 1/2
Packers' No. 1	0	@ 6 1/2
Packers' No. 2	0	@ 5 1/2
Renderers' No. 1	0	@ 6 1/2

GREASES.

White, choice	0	@ 8
White, "A"	0	@ 7 1/2
White, "B"	0	@ 7 1/2
Bone	0	@ 6 1/2
House	0	@ 6 1/2
Yellow	0	@ 6 1/2
Brown	0	@ 6 1/2
Glue Stock	0	@ 6 1/2
Garbage grease	0	@ 5 1/2

COTTONSEED OILS.

P. S. Y., loose	0	@ 52 1/2
P. S. Y., soap grade	0	@ 52
Soap stock, bbls., concn., 62@65% f. a.	0	@ 3 1/2
Soap stock, bbls., reg., 50% f. a.	0	@ 2 1/2

COOPERAGE.

Ash pork barrels	0	@ 30
Oak pork barrels	0	@ 1.05
Lard tierces	0	@ 1.22 1/2

CURING MATERIALS.

Reddish saltpetre	0	@ 7
Boric acid, crystal to powdered	0	@ 7 1/2
Borax	0	@ 4 1/2
Sugar	0	@ 4 1/2
White, clarified	0	@ 4 1/2
Plantation, granulated	0	@ 5
Yellow, clarified	0	@ 4 1/2

Salt—		
Astoria, in bags, 224 lbs.	.....	\$2.25
English packing, in bags, 224 lbs.	.....	1.45
Michigan, granulated, car lots, per ton	.....	3.25
Michigan, medium, car lots, per ton	.....	3.75
Casting salt, bbls., 280 lbs.	22@3x	1.45

LIVE STOCK MARKETS

CHICAGO

(Special Letter to The National Provisioner from the National Live Stock Commission Co.)

Union Stock Yards, Chicago, Jan. 26.

The popular clamor for lower priced meats on the block, together with the nearness of the Lenten period, which begins Feb. 9, has had a very depressing effect upon the market for all classes of livestock during the past week. Steer values are 35c. to 40c. per cwt. lower this week. The market has been slipping and sliding for the past ten days, during which time prices have declined anywhere from 50c. to 60c. per cwt. Very few steers coming good enough to sell above \$7.25; in fact, the quota above \$6.75 is very limited. Bulk of the strong-weight, well-finished steers selling this week \$6@6.75, with a good many 1,200 to 1,300-lb. dressed beef and shipping steers selling \$5.60@6.25; medium to good killers, \$5.25@5.75, and a liberal supply of short-fed steers selling from \$4.80@5.25. Butcher stuff has been in rather liberal supply, and values show a decline of 50c. per cwt. as compared with ten days ago. The situation, so far as the near future of the cattle market is concerned, is not very alluring. There are plenty of cattle in the country that owners are anxious to get rid of, on account of the high price and scarcity of feed.

The hog trade has suffered a severe decline since our letter of one week ago, the top today being \$8.35, with the bulk of the hogs selling \$8.15@8.30, or about 40c. lower than one week ago. A bearish feeling still exists, and if we get anything like a liberal supply during the next week or so, some further decline will take place.

Sheep and lamb market 25@40c. lower during the past week, despite the fact that receipts have been fairly moderate. We quote lamba \$6.50@8.25; light yearlings, \$7.50@7.75; heavy yearlings, \$7@7.35; ewes, \$4.25@5.65; wethers, \$5.75@6.

KANSAS CITY

(Special Letter to The National Provisioner.)

Stock Yards, Kansas City, Jan. 25.

Shippers have not been very heavy buyers this week, although some orders for Eastern shipment were filled here today and packers have been able to take advantage of this condition to the extent of 15 to 25 cents so far this week on most grades of cattle. Heavy steers are nearly steady today; light steers and she stuff weak to 15c. lower today, and this class got the most decline yesterday. Heretofore medium price cattle have sold as well or better than other kinds because of the heavy demand for cheap meats, but the present boycott against meats is operating largely among the people who bought the cheap meat, thereby affecting the class of cattle that produce that kind of meat. One lot of steers sold at \$7 today, same as the top price yesterday, and bulk of steers sell this week at \$5.10@6.26; cows, \$3.25@4.75; heifers up to \$5.75; bulls, \$3.25@5; veals sharply lower this week, at \$6.75@8; heavy calves, \$3.75@5.25.

Hog receipts today greatly overran the first estimate of 17,000 head, the count finally footing up close to 19,000 head for the day. Opening prices were off 5 to 10 cents, and the market grew worse all the time, closing 15@20c. lower, with a top of \$8.30, bulk of sales \$8@8.25. In explaining the heavy run today the effect of the anti-meat eating agitation is not considered as primary, but rather that weather conditions are more favorable to getting stock to the railroad, and a lot of the arrivals today are merely hogs released from being tied up on account of cold weather and bad roads. Shippers as a rule are inclined to wait for the present conditions to improve, rather than to rush in heavy supplies on account thereof.

Sheep and lambs are working lower this week, prices off 10 to 15 cents today, although the top lambs brought same price as same lambs brought yesterday, namely, a

shipment of the Ronsee lambs at \$8.20, which is 40 cents less than a week ago for these lambs. Pair to good lambs sell around \$8, some at \$7.75; yearlings, \$6.50@7.50; wethers, \$5.25@5.85; ewes, \$4.50@5.50.

Sales to local killers last week were as follows:

	Cattle.	Hogs.	Sheep.
Armour	5,772	11,372	9,576
Fowler	2,489		2,804
S. & S.	5,247	11,260	4,108
Swift	6,891	9,803	9,134
Cudahy	4,226	7,862	3,825
Morris & Co.	5,496	7,748	5,477
Butchers	237	255	51
Total	30,357	48,300	35,065

ST. LOUIS

(Special Letter to The National Provisioner.)

National Stock Yards, Ill., Jan. 26.

Sharp concessions in prices in all departments were of daily occurrence this week. The unsettled condition of the dressed meat market together with liberal runs of cattle, hogs and sheep at all markets resulted in a sharp reaction in prices. The steer and heifer trade so far this week shows a loss of 25c. to 35c.; cows were better sellers and the decline will range from 10c. on canners, cutters and common beef cows to 25c. on choice heavy cows. The calf and bull market remains about steady. The best heaves available sold at \$6.75 and other sales of pretty good heaves range from \$6.35 to \$6.60. A medium to good class of steers brought \$5.35@5.90, and common to fair grades \$4.65@5.25. Bulk of the heifers were medium to pretty good sorts selling at \$4.10@5.25, with choice grades up to \$5.50. Heavy beef cows sold at \$4.75@5, and light to medium weight cows at \$3.75@4.60. Bulls brought \$3.60@5.25, according to flesh and quality, and calves mostly \$7.50@8.75, with a few odd head up to \$9.

Hog values have reached the lowest basis in almost two months. Prices have declined steadily since the latter part of last week, and today show a loss of 25c. to 35c. compared with last week's close. The best hogs today sold at \$8.35, the lowest figure reached since Dec. 4. Majority of the good hogs brought \$8.05@8.20. Pigs and lights are unevenly lower, and all but the best grades are hard to move. Choice lights sold from \$7.90 to \$8.10, and good pigs at \$7.40@7.75.

Prices on sheep and lambs have also fallen off considerably. The lamb trade declined 10c. to 15c. each day this week, and today the loss in some instances was fully a quarter. Sheep have dropped about a quarter since the opening of the week. Choice Western and native lambs brought \$8.35@8.50, and inferior grades down to \$7.25. Western yearlings landed at \$7.50 and Western ewes \$5.65. Native sheep sold up to \$5.75.

OMAHA

(Special Letter to The National Provisioner.)

Union Stock Yards, So. Omaha, Jan. 25.

Considerable nervousness has characterized the cattle market for several days, but there has been a decidedly lower trend of prices all along the line. Packers say this is entirely due to the boycott against meat, or rather the fear of a boycott. It takes choice, heavy heaves to bring better than \$5.75 now, and the bulk of the fair to good 1,050 to 1,300-lb. heaves sell around \$4.75@5.50. Only the best of the cows and heifers are selling above \$4.50 now, and the most of the decent butcher and beef stock is going around \$3.50@4.25. If it is cheap beef that the boycotters are after they are liable to get it soon, but not for long. There are very few feeders being sent to the country at present, and the demand is likely to decrease steadily from now on.

Hogs have also been hit hard and prices are fully 40c. lower than they were a week ago. Receipts have not been excessive, and there is not the slightest danger that they will be, but the demand for pork has fallen off and packers have been able to force a heavy decline. All classes of buyers are still after the weighty hogs and discriminate against the lighter loads, although the range is not very wide. With about 10,000 hogs here today the market was 10@15c. lower. Tops brought \$8.25, against \$8.55 on last Tuesday, and the bulk of the trading was at \$8@8.10, as against \$8.40@8.50 a week ago.

Business in sheep and lambs has been very much disturbed of late, owing to the prevailing protest against high-priced meat. With high-priced corn and hay and the worst kind of weather to contend with the feeder has been having a hard time of it and making no money. He is now up against a positive and heavy loss for his season's work. Fat lambs sell at \$7.25@8.25; yearlings, \$6.30@7.30; wethers, \$5@5.75, and ewes, \$4.75@5.50.

ST. JOSEPH

(Special Letter to The National Provisioner.)

St. Joseph, Mo., Jan. 24.

The livestock market situation is just now threatened by the move against the consumption of meats. There is broad suspicion that the move is starting the country into a hurry to sell supplies, and this is promising to force prices for the live stuff down sharply. This week opened with a liberal run of cattle and a general slump of 10 to 15 cents in prices, this applying to everything in the beef line. The best steers sold at \$6.75 and the bulk at \$5.50@6.25, cows and heifers mostly \$4@4.75 for the fat grades and \$3.75@3.50 for the canners and cutters.

Indications favor a big week in the supply of hogs and prices are working rapidly toward a lower level. A decline of 10c. to 15c. was scored on the opening market of this week, and this puts current prices 25c. to 30c. under the high time ten days ago. Tops are selling at \$8.45 with the bulk at \$8.15@8.35. The country has at last become opened up from the snow and ice-bound conditions, and this is one factor in the increased supplies.

Sheep are coming with more freedom than a few weeks ago, and prices have declined somewhat, holding steady for the most of last week but slumping a full dime on the opening day of this week and the trade showing a sluggish tone.

SLAUGHTER REPORTS

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending January 22, 1910:

CATTLE.	
Chicago	40,512
Kansas City	30,357
Omaha	13,800
St. Joseph	11,867
Cudahy	708
Sioux City	3,962
Wichita	1,794
Indianapolis	5,555
New York and Jersey City	13,943
Fort Worth	16,591
Philadelphia	4,680
South St. Paul	2,821

HOGS.	
Chicago	100,315
Kansas City	56,300
Omaha	37,257
St. Joseph	33,056
Cudahy	13,454
Sioux City	15,208
Ottumwa	14,098
Cedar Rapids	9,312
Wichita	12,687
Indianapolis	30,193
New York and Jersey City	37,936
Fort Worth	16,239
Philadelphia	4,673
South St. Paul	10,317

SHEEP.	
Chicago	65,893
Kansas City	35,065
Omaha	24,618
St. Joseph	9,181
Cudahy	290
Sioux City	1,270
Indianapolis	1,588
New York and Jersey City	34,786
Fort Worth	10,414
Philadelphia	10,280
South St. Paul	2,350

THE WEEK'S CLOSING MARKETS

FRIDAY'S GENERAL MARKETS.

Lard in New York.

New York, Jan. 28.—Market steady but quiet. Western steam, \$12.55; city steam, \$12.25; refined Continent, \$12.80; South American, \$13.50; Brazil, kegs, \$14.50; compounds, 10¼@10½c.

Liverpool Markets.

Liverpool, Jan. 28.—(By Cable).—Beef, extra Indian mess, 95s. Pork, prime mess, 102s. 6d.; shoulders, 55s. 6d.; hams, short clear, 65s. 6d. Bacon, Cumberland cut, 63s.; long clear, 28@34 lbs., 66s.; 35@40 lbs., 65s.; backs, 64s.; bellies, 65s. Tallow. 33s. 3d. Turpentine, 42s. 6d. Rosin, common, 10s. 4½d. Lard, spot prime Western, 61s. 6d.; American, refined, 28-lb. pails, 62s. 6d. Cheese, Canadian, finest white, new, 59s. 6d.; colored, 59s. 6d. American lard (Hamburg), 50 kilos, 60 marks. Tallow, Australian (London), 34s. 10½d. Cottonseed, refined, loose (Hull), 29s. 1½d.

FRIDAY'S CLOSINGS IN NEW YORK.

Provisions.

The market opened slightly lower in sympathy with the slow hog market. There was some local selling of lard, but the pressure was light and the market showed some improvement in sympathy with firmness of coarse grains.

Tallow.

The market was steady but quiet, at 6½c. for city.

Oleo Stearine.

The market was steady but quiet, with prices held at 16c.

Cottonseed Oil.

The market opened irregular, with promised weakness in the near months on the agitation regarding the high price of food-stuffs. The distant months were steady on the strength in crude and light offerings by crushers.

Closing quotations: February, \$7.17@7.20; March, \$7.18@7.21; April, \$7.20@7.22; May, \$7.24@7.26; July, \$7.30@7.32; September, \$7.28@7.29; October, \$6.78@6.80; November, \$6.50@6.59. The market closed firm, 5 to 14 points advance. Spot oil, \$7.13@7.24; crude, \$6. Total sales, 5,400.

FRIDAY'S LIVESTOCK MARKETS.

Chicago, Jan. 28.—Market slow and steady at yesterday's best time; quality fair; bulk of prices, \$8.25@8.45; light weights, \$8@8.35; mixed and butchers' weights, \$8.05@8.45; heavies, \$8.15@8.50; rough heavies, \$8.15@8.25; Yorkers, \$8.25@8.30; pigs, \$6.90@7.90. Cattle strong; beefs, \$4.10@7.50; cows and heifers, \$2@5.50; Texas steers, \$3.75@4.85; stockers and feeders, \$3@5.40; Western, \$4@5.90. Sheep steady; natives, \$3.90@5.90; Western, \$3.90@5.90; yearlings, \$6.75@7.75; lambs, \$6@8.30.

Kansas City, Jan. 28.—Hog market steady at \$7.85@8.40.

East Buffalo, Jan. 28.—Market for hogs 4.800 on sale at \$8.50@9.

Indianapolis, Jan. 28.—Hogs higher at \$8.10@8.50.

Louisville, Jan. 28.—Hogs opened steady at \$7.90@8.30.

St. Louis, Jan. 28.—Hogs steady at \$6.50@8.40.

Omaha, Jan. 28.—Hogs slow at \$7.85@8.20.

GREEN AND SWEET PICKLED MEATS.

(Special Report to The National Provisioner from The Davidson Commission Co.)

Chicago, Jan. 27.—Quotations on green and sweet pickled meats, f. o. b. Chicago, loose, are as follows:

Regular Hams—Green, 10@12 lbs. ave., 12½c.; 12@14 lbs. ave., 12½c.; 14@16 lbs. ave., 13c.; 18@20 lbs. ave., 13½c. Sweet pickled, 10@12 lbs. ave., 12½c.; 12@14 lbs. ave., 12½c.; 14@16 lbs. ave., 13c.; 18@20 lbs. ave., 13½c@12½c.

Skinned Hams—Green, 14@16 lbs. ave., 13½c.; 16@18 lbs. ave., 14c.; 18@20 lbs. ave., 14c. Sweet pickled, 14@16 lbs. ave., 13½c.; 16@18 lbs. ave., 14c.; 18@20 lbs. ave., 14½c@14½c.

New York Shoulders—Green, 10@12 lbs. ave., 10½c. Sweet pickled, 10@12 lbs. ave., 11c.

Picnic Hams—Green, 5@6 lbs. ave., 9¾c.; 6@8 lbs. ave., 9¾c.; 8@10 lbs. ave., 9¾c. Sweet pickled, 5@6 lbs. ave., 9¾c.; 6@8 lbs. ave., 9¾c.; 8@10 lbs. ave., 9¾c.

Clear Bellies—Green, 6@8 lbs. ave., 14c.; 8@10 lbs. ave., 13½c.; 10@12 lbs. ave., 13½c. Sweet pickled, 6@8 lbs. ave., 13½c@13½c.; 8@10 lbs. ave., 13½c.; 10@12 lbs. ave., 13½c.

RECEIPTS AT CENTERS

SATURDAY, JANUARY 22, 1910.

	Cattle.	Hogs.	Sheep.
Chicago	2,900	12,485	8,500
Kansas City	700	3,103	—
Omaha	100	5,000	1,700
St. Louis	1,000	1,270	200
St. Joseph	700	2,500	—
Sioux City	400	3,000	—
St. Paul	100	1,200	1,500
Fort Worth	200	500	—
Milwaukee	—	3,100	—
Peoria	—	900	—
Indianapolis	300	4,000	—
Cincinnati	152	1,815	100
Pittsburg	200	3,000	500
Cleveland	50	1,000	150
E. Buffalo	150	3,200	4,400
New York	2,457	3,841	4,356

MONDAY, JANUARY 24, 1910.

Chicago	27,000	29,010	23,000
Kansas City	11,000	10,712	4,000
Omaha	4,000	5,000	15,000
St. Louis	5,000	3,122	3,100
St. Joseph	4,000	5,000	3,500
Sioux City	2,500	3,700	1,200
St. Paul	1,200	3,400	2,400
Fort Worth	2,000	4,400	2,400
Milwaukee	—	2,900	—
Peoria	—	700	—
Indianapolis	450	2,000	—
Cincinnati	1,925	3,600	218
Pittsburg	3,000	12,200	5,000
Cleveland	1,000	8,000	1,000
E. Buffalo	4,600	10,000	10,000
New York	4,742	9,921	13,359

TUESDAY, JANUARY 25, 1910.

Chicago	6,000	19,328	15,000
Kansas City	12,000	18,711	5,000
Omaha	5,000	9,000	7,800
St. Louis	5,000	10,100	4,500
St. Joseph	3,200	9,500	3,500
Sioux City	1,500	3,500	—
Fort Worth	1,900	1,000	—
Milwaukee	—	4,413	—
Peoria	—	900	—
Indianapolis	1,050	6,000	—
Cincinnati	218	3,290	320
Pittsburg	250	3,000	1,500
Cleveland	100	3,000	10,000
E. Buffalo	1,100	4,000	4,000
New York	230	2,680	2,552

WEDNESDAY, JANUARY 26, 1910.

Chicago	19,000	26,165	18,000
Kansas City	6,000	13,259	5,000
Omaha	5,000	9,100	4,000
St. Louis	4,000	11,313	1,500
St. Joseph	2,000	8,500	2,000
Sioux City	1,800	5,500	—
St. Paul	400	2,400	200

Fort Worth	2,100	2,500	—
Milwaukee	—	9,525	—
Peoria	—	1,700	—
Indianapolis	1,200	7,000	—
Cincinnati	—	3,235	—
Pittsburg	—	4,000	750
Cleveland	100	2,000	1,000
E. Buffalo	850	3,200	7,400
New York	3,008	6,816	7,368

THURSDAY, JANUARY 27, 1910.

Chicago	6,500	18,000	10,000
Kansas City	3,000	8,000	4,000
Omaha	3,400	7,000	2,400
St. Louis	3,000	8,137	500
Sioux City	2,900	7,000	700
St. Paul	500	2,500	500
Fort Worth	500	1,400	200
Milwaukee	1,700	3,500	—
Peoria	—	7,077	—
Indianapolis	—	1,300	—
Cincinnati	—	7,000	—
Pittsburg	520	3,316	198
E. Buffalo	850	3,200	7,400
New York	1,104	1,548	3,257

FRIDAY, JANUARY 28, 1910.

Chicago	2,500	16,000	6,000
Kansas City	6,500	4,000	1,000
Omaha	1,400	5,000	1,000
St. Louis	2,000	8,294	500
St. Joseph	1,000	3,500	500
Sioux City	500	5,000	—
St. Paul	500	2,100	1,100
Fort Worth	1,000	2,500	—
Milwaukee	—	4,200	—
Indianapolis	—	6,000	—
Cincinnati	—	11,200	—
Cleveland	—	1,500	—

NEW YORK LIVESTOCK

WEEKLY RECEIPTS TO JANUARY 24, 1910.

	Beef.	Cows.	Calves.	Sheep.	Hogs.
Jersey City	3,067	—	1,572	9,000	15,567
Sixtieth street	2,316	30	1,956	7,993	—
Fortieth street	—	—	—	—	17,219
Lehigh Valley	4,550	—	987	9,979	—
Central Union	4,094	—	234	7,845	—
Weehawken	222	—	—	—	—
Scattering	—	68	118	33	5,150
Totals	14,049	98	4,567	34,846	37,936
Totals last week	12,658	90	4,030	38,113	41,816

WEEKLY EXPORTS.

	Live cattle.	Live sheep.	Qrs. of beef.
Morris Beef Co., Philadelphia	—	—	1,379
Morris Beef Co., Baltic	—	—	1,238
Swift Beef Co., Philadelphia	—	—	1,210
Swift Beef Co., Mesaba	—	—	590
Arman & Co., Philadelphia	—	—	450
Schwarzschild & S., Mesaba	234	—	1,000
J. Shamburg & Son, Mesaba	235	—	—
George & L. S. Dillenback, Coppenham	—	50	—
Geo. & L. S. Dillenback, Maraca	—	10	—
Miscellaneous, Bermudian	25	—	—
Total exports	484	60	5,947
Total exports last week	1,137	10	6,101

MEAT AND STOCK EXPORTS

WEEKLY EXPORTS TO JANUARY 24, 1910.

	Live cattle.	Live sheep.	Qrs. of beef.
Exports from—			
New York	484	60	5,947
Boston	1,392	—	1,819
Philadelphia	404	—	—
Portland	400	—	—
St. John	301	—	—
Exports to—			
London	1,871	—	5,845
Liverpool	400	—	1,821
Manchester	685	—	—
Bermuda and West Indies	25	60	—
Totals to all ports	2,981	60	7,668
Totals to all ports last week	2,560	10	7,958

COTTONSEED OIL DINNER.

The first annual dinner of the recently organized Cottonseed Oil Association of New York will be held at Healy's, 68th street and Columbus avenue, on Monday evening, Feb. 7. The trade is looking forward to a very jolly evening. Already over 200 acceptances have been received, and a good many more are expected. Prominent speakers will be present.

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TAIT-NORDMEYER ENGINEERING CO., Wright Building St. Louis

Retail Section

THE RETAIL BUTCHER AND ADVERTISING

How and Why the Dealer Can Make Money Through Publicity

(Copyright, 1909, by Frank Farrington.)

VI. WINDOW ADVERTISING.—(Continued.)

[EDITOR'S NOTE.—This is the nineteenth of a series of articles on Retail Advertising, which should be of interest to every wide-awake butcher. Though it deals with the retail trade, its points are well worth the attention of wholesalers and others, to whom advertising can be made as much of a profit-earner as it can to the retailer.]

Harmony of Colors in Window Decoration.

The matter of harmony of colors in window dressing is very important. The following is a list of colors which contrast and harmonize. It is a valuable guide in color harmony and should be preserved for future reference.

White contrasts with black, harmonizes with gray; white contrasts with brown, harmonizes with buff; white contrasts with blue, harmonizes with sky blue; white contrasts with purple, harmonizes with rose; white contrasts with green, harmonizes with pea green; cold greens contrast with crimson, harmonize with olive; cold greens contrast with purple, harmonize with citrine; cold green contrast with white, harmonize with blues; cold green contrasts with pink, harmonizes with brown; cold greens contrast with gold, harmonize with black; cold greens contrast with orange, harmonize with gray; warm greens contrast with crimson, harmonize with yellow; warm greens contrast with maroon, harmonize with orange; warm greens contrast with purple, harmonize with citrine; warm greens contrast with red, harmonize with sky blue; warm greens contrast with pink, harmonize with gray; warm greens contrast with white, harmonize with black, harmonize with brown; warm greens contrast with lavender, harmonize with buff.

Greens contrast with colors containing red and harmonize with colors containing yellow or blue.

Orange contrasts with purple, harmonizes with yellow; orange contrasts with black, harmonizes with warm green; orange contrasts with olive, harmonizes with warm brown; orange contrasts with crimson, harmonizes with white; orange contrasts with gray, harmonizes with buff.

Orange requires blue, black, purple or dark colors for contrast and warm colors for harmony.

The frequent change of a window is important, and it often happens that the same window can with a little variation be made to look entirely different.

Various Forms of Special Display.

A tripod of sticks and a kettle hanging down from it with an imitation fire underneath are good to attract attention, especially in the fall, when the evenings are long and the red light of the electric globe underneath will shine out through the sticks like a sure-enough fire. The love of the people for the out-of-doors nowadays makes anything of that sort a drawing card in a city window.

An old form of display and one that is always attractive is the beam scales, with the article advertised in one pan and the price in the other, the goods outweighing the price, of course.

Pictures are always attention getters. People will stop to look at a picture, a photograph or something new and interesting when no display of goods would halt them. Photographs in a series to show the origin or the manufacture of the line of goods shown make a good window attraction with a practical value.

It is not as easy now as formerly to attract attention with a display which depends simply on the large quantity of the goods shown. People are used to large quantities and are no longer astonished. Still, displays of this kind do sell goods under favorable conditions, and while they may not attract attention as being in any way remarkable, they do not emphasize the fact that you sell those goods.

When you get up a window display don't think that people will necessarily rush right in and buy the goods shown there. In many cases they will not, but if your window is a good one it will impress upon the public's mind the fact that you sell certain goods, and when they do want those goods they will come back and get them.

Whatever your window display, let it convey an idea at a glance. Not all the people who look toward that window will stop and examine the contents. The ideal window shows so plainly what it offers that the man who walks by and glances that way will see what you are selling and at what price, while for him who takes his time to stop and inspect, there will be enough of detail to please and convince.

In the window you can make good use of the suggestion. Good things to eat are tempting, and are great sellers when displayed so that they look their best. Red color predominant in the window suggests warmth. Use it in winter. Autumn and harvest time call for special attention, and so does Christmas, and the display of timely goods at such seasons helps put people into the humor of the season, and starts them buying the things that the season calls for.

Change the Displays Often.

The oftener you change your windows the more goods you will show to your public. If your passers-by are largely transient and the same people rarely come your way twice in succession, it is not so important that you change so often, but if you have the same window gazers day after day, twice a week is not too often for the change, and once a week is not too often for any store window.

Some goods are damaged by showing them in the window. Such goods ought to be

shown but a short time and under only the most favorable conditions. It is all very well to charge up some loss to a window, but to allow a whole window full of goods to be damaged by exposure is too much.

It is not the most elaborate or expensive display that sells the most goods. The idea back of the display has much to do with the effect, and it is brains that counts most in window advertising, as well as in any other form of publicity.

In making window cards one can produce some very catchy and unique effects by cutting out poster figures and using them pasted on the new cards. Also silhouette figures can be made out of black paper and put on the background. Novel results along these lines will attract a great deal of attention. Lattice-work backgrounds can be made with cotton tape in any colors desired. These serve well as backgrounds, but they do not keep the light out of the store.

A new use for a window was the idea of a druggist who made the big window pane into a barometer which changed color with the weather indications, and representing the amount of moisture in the atmosphere predicted changes with more or less accuracy. Your druggist could fix up the proper preparation with which to paint the glass to get this effect. A phosphorescent paint may be used to letter the outside of windows at night if you seek for an attention arrester that will be good after the lights are turned off.

There are certain stereotyped window displays that might as well be omitted because they are too commonplace and everyone has used them. Such are a Christmas tree in the window at Christmas and a mammoth Easter egg at Easter. You know better than I whether these displays have been done to death in your town. They have been almost everywhere.

Some stores are negligent of their very best window opportunities because they think that the chief requirement of the successful window is that it look pretty. There is no necessity for a window being pretty just for the sake of beauty alone. A window display is for the purpose of selling goods, and if something besides beauty and artistic displays will sell more goods, that is the thing to seek.

Attracting Attention to a Window.

Real money in a window is always an attention arrester. You can draw the people to look at a display by taking some splinters of glass and arranging them on the window pane radiating from a central point so that they will give the appearance of a broken glass. Then right behind those, on the glass, stick a bill of the amount of the price of the article shown inside the window. It will look as if someone had broken the window trying to get the money, and while the scheme is mainly valuable to attract attention, still people who look will see what the goods displayed are and the price will remain fixed in their minds.

(Continued on page 42.)

LOCAL AND PERSONAL.

John A. Josephson has purchased the City Meat Market at McPherson, Kan.

Fred Stanley has purchased the South Side Meat Market at Holton, Kan., from W. H. Baldauf.

F. S. Everly has opened a new grocery and meat market at 1001 North Steuben street, Chanute, Kan.

R. A. Howland is about to open a new grocery and meat store at Salina, Kan.

N. E. Rosedale has sold an interest in his meat market at Frankfort, Kan., to F. E. Leach.

F. A. Howland has purchased the meat market of S. J. Botts at Hill City, Kan.

D. C. Potter & Son have succeeded Potter Brothers in the meat business at Mound City, Kan.

Gardner & Pond will operate a meat market at Cushing, Okla.

E. A. Grizzard has purchased the interest of B. R. Rayburn in the Model Meat Market at Wynnewood, Kan.

John Stabler, of Petoskey, will engage in the meat business at Traverse City, Mich.

E. O. Thompson has sold out his retail meat business at Bear Lake, Mich., to his brother, Robert G. Thompson.

W. H. Gordon is engaging in the meat business at Acme, Wash.

H. M. Van Avery has engaged in the meat business at Portland, Ore.

Savage Brothers have succeeded I. L. Solomon in the meat business at Willamina, Ore.

R. C. Hamilton has succeeded A. H. Knox in the meat business at Spokane, Wash.

E. Westcott has succeeded Schumacher & Co. in the meat business at Tacoma, Wash.

Crabhill & Peaslee, meat dealers at Lind, Wash., are reported dissolved.

George Harrison has purchased the meat business of Vest Brothers at Enterprise, Ore.

Alexander & Eiderkin have succeeded Clinton Brothers in the meat business at Manhattan, Mont.

Charles Penticost has sold out his meat business to William Chandler at Starbuck, Wash.

Wesley Davis has sold out his meat business at Alexander, Idaho, to F. L. Schneldt. Randolph Brothers have purchased the William Lane stock of meats and groceries at Cromwell, Idaho.

Charles H. Small has purchased the interest of James O'Reilly in the Montana Grocery and Meat Company at Great Falls, Mont.

The Dutch Market Company has purchased the meat business of W. S. Brown & Company at Washington, D. C.

At the regular meeting of San Jose Lodge No. 3, Journeymen Butchers P. & B. Association, San Jose, Cal., the following officers were elected for the ensuing term: President, J. W. Borchers; vice-president, A. P. Bacigalupi; secretary, C. T. O'Connell; marshal, Henry Dulion; treasurer, J. A. Willeson; conductor, A. C. Pike; directors, C. J. Vaih, L. V. Dietz, A. G. Pike, J. W. Mignola and Gus Wendt; lodge physician, Dr. Hablutzel.

The meat market of J. Frank at Washington, Pa., has been destroyed by fire.

H. W. Shepherd Meat Company, Bluefield, W. Va., has been incorporated with a capital stock of \$5,000 by H. W. Shepherd, B. J. Shepherd, D. G. Lilly and P. T. Lilly.

The Bush meat market at Alexandria, La., has been destroyed by fire.

Charles Kerr has sold his meat market at Elizabethtown, Pa., to H. H. Good.

The meat market of S. Burger at Wellington, Tex., has been destroyed by fire.

The meat market of Topp & Moore at Muncie, Ind., has been closed.

The Wilmington Wholesale and Retail Association, Wilmington, Del., will give a ball in Turn Hall on Thursday evening, Feb. 3.

Keeping Old Trade

IS JUST AS IMPORTANT AS

Getting New Customers

But you can do both by carrying DOVE BRAND HAMS AND BACON

There is fifty years of experience in selecting and curing behind them. They always "taste like more." That is why they make and hold customers.

John C. Roth Packing Co.

Government Inspection.

CINCINNATI, O.

HOW IS BUSINESS?

A salesman who recently made the rounds of a number of butcher shops in the vicinity of New York City made it a point to ask each shop proprietor the question: "How is business?" and to put down his answer exactly as he gave it. The 22 butchers who were asked this question that day answered as follows, word for word:

1. "Oh, slow."
2. "On the bum."
3. "Just pushing along."
4. "Very quiet."
5. "Nothing extra."
6. "No money in it."
7. "I feel like closing up the shanty."
8. "Gee, don't talk about business!"
9. "There is no business."
10. "Don't ask me about business."
11. "No profit in the goods."
12. "It ain't like it used to be."
13. "The butcher business is played out."
14. "Oh, the fellow on the corner cuts prices too much."
15. "It ain't worth while talking about."
16. "Stuff is too high."
17. "Oh, people don't eat nothing."
18. "I am sick and tired of it."
19. "Oh, business is fair."
20. "Oh, I am pushing along."
21. "It could be better."
22. "Fipe, I am always busy!"

These questions were asked before the recent boycott agitation started, when business was supposed to be normal. This salesman called attention to the fact that out of the 22 only a single one did not kick about his business. The salesman refused to give this man's name and location, but he did say that from the looks of things in the shop the butcher was evidently telling the truth. He certainly was busy.

THE BIG FAT BUTCHER SAID:

Those people who so strongly favor the boycott of meat are in most cases the ones who have a big meat bill running with the butcher. They are always the first and loudest kickers.

Here is a puzzle for some of you fellows; it's very easy to solve and there is ready money for the fellow who does it: How much did you pay for a steer in 1905? How much do you pay now? How much did you get for your round or sirloin steaks in 1905? How much do you get now for them? See the point? Think!

This ought to be a good time to start some "physical culture" restaurants.

THE PERFECT BUTCHER.

(With apologies to the Merchant's Review.)

Accomplished? Yes, extremely so, the butcher has to be.
To keep his bark afloat upon the troubled market sea,
And yet,
I'll bet
A lot of ignoramuses believe that they could play
The butcher's role far better than the butchers of to-day.

The butcher's stock is perishable, and prices quickly change.
His skill and business knowledge must enjoy the widest range;
Yet hold!
I'm bold
To say that he doth not receive the credit that is due,
He gives more credit than he gets, and this perhaps he'll rue.

The perfect butcher is not found so oft as we'd desire,
For such a man must add to skill a spark of noble fire;
He'd need,
Indeed,
The stuff that makes the perfect man, a being not yet born,
And rare as is the perfect brand, so wondrous, yet forlorn.

Lo, when the perfect butcher comes, the perfect meats he'll sell,
To perfect people who abroad his perfect points will tell,

And thus,
To us,
A perfect place the world itself will finally become,
And keep in line and perfect step with perfect Butcherdom.

METROPOLITAN HOTEL SUPPLY CO.

Hotel, Steamship and Restaurant Supplies

BEEF, MUTTON, LAMB, POULTRY, GAME,

TONGUES, HAMS, BACON, LARD, Etc.

432 West 14th Street

Telephone 1747 Chelsea

NEW YORK

Deerfoot Farm Sausages

ARE NOW IN SEASON

Send orders direct to DEERFOOT FARM, Southboro, Mass., and receive goods strictly fresh, by express prepaid.

New York Section

F. W. Weyman, of Swift's butterine department, was in New York this week taking care of increased business.

Swift & Company's sales of fresh beef in New York City for the week ending Jan. 22, 1910, averaged 8.83 cents per pound.

Dressed hogs are still rather scarce, notwithstanding appearances to the contrary on the Brooklyn Bridge and in the Subway.—*Merchants' Review.*

The Bloomingdale Germania Butcher Guard hold their annual ball and supper at the Teutonia Assembly Rooms, Third avenue and 16th street, on Thursday evening next, Feb. 3.

M. Frankfort, the big Produce Exchange oil exporter and commission merchant, has removed his offices from the annex to suite 200 in the main building of the Produce Exchange.

Nicolo Arbolino, butcher, No. 2233 Second avenue, has filed a petition in bankruptcy with liabilities \$1,964, on a judgment obtained against him on Jan. 10 by the State excise commissioner.

The Victor Packing Company of Brooklyn has been incorporated with a capital stock of \$100,000. Incorporators: A. P. Landry, Rouse's Point; V. Kopaid, New York City; F. M. Burke, Brooklyn.

Trade in New York this week was about as usual, despite the boycott. Butchers were looking for lower prices because of the agitation, and there were concessions where they were possible, but for the most part the market was dull and steady.

The sale of fish, game, poultry, butter, cheese or other articles of produce that have been kept in cold storage more than sixty days is made a misdemeanor in a bill introduced by Assemblyman Lachman of Kings County at Albany this week.

H. A. McAllister, who has been with Swift & Company at Philadelphia, has been appointed superintendent of the plant of the J. S. Bailey Company at Christopher and Hudson streets, taking the place of Fred Finkleday, who goes with Wm. Bender & Co., of Jersey City.

At Muller's Bronx Casino on Thursday evening the Bronx Branch, Master Butchers, had their yearly ball and entertainment. It was a great family gathering, as these Bronx affairs always are, and in spite of the doings of the West Siders towntown, there was a good representation of butchers from other parts of Greater New York.

The boycott craze seems to be raging in certain parts of Jersey City already, but as it looks now the "Weissenheimer ladies" who started it will not be so successful as they

thought they would, and in Hoboken and Bergen county the butchers are not afraid of the craze. Let them do it, the butchers say, we can take a rest for a week.

The annual entertainment and ball of the West Side Branch, Master Butchers of America, occurred on Thursday evening at Palm Garden in East 58th street. There was a very large attendance and the West Siders had nothing to be ashamed of in the way they dispensed hospitality as compared to that of other branches. Everybody was there and everybody had a good time.

There was a rush for buffalo steaks last week at the Hudson Terminal Market of John Minder & Son, considered as one of the finest markets in the State, and even at the high price of 50 cents a pound they went just like hot cakes. Mr. Minder is a great believer in advertising and his show windows have different attractions every day in the week and always such as to catch the eye of every passer-by.

The Edible Product Company and the Nucoa Butter Company have purchased the plant of the International Tin Company at Bergen Point, N. J., at a figure close to \$500,000. The company was formerly the New York Lard and Butter Company. The plant of the International Tin Company is fully equipped, but was never operated because the tin trust prevented the company getting raw products. It included six large mills and was built in 1906.

BUTCHERS PUTTING IN REFRIGERATION.

Yeager & Griffiths, retail meat dealers of Utica, N. Y., have placed with The Brunswick Refrigerating Company an order for a 4-ton refrigerating plant to be installed Feb. 25. They have already a very handsome market and are going to put in a display cabinet 25 feet long, to be cooled by this machine.

John Terko, who was formerly in business in Schenectady, N. Y., and had one of the Brunswick refrigerating plants there, sold his business and is now opening in Albany at No. 325 Central avenue, and he has placed an order with the Brunswick Company for a 1-ton plant for his Albany store also.

J. N. Johnson & Son, of Freehold, N. J., have placed with the Brunswick Company an order for a 1-ton refrigerating plant.

Mr. R. Gorsky, of Schenectady, N. Y., meat dealer, has ordered a half-ton Brunswick refrigerating plant, and Julius Kludow, of Asbury park, N. J., has placed an order for a 4-ton plant of the same kind.

NEW YORK MEAT SEIZURES.

The Department of Health of the city of New York, reports the number of pounds of meat, fish, poultry and game seized and destroyed in the city of New York during the week ending Jan. 22, 1910, as follows: Meat.—Manhattan, 49,875 lbs.; Brooklyn, 9,585 lbs.; total, 59,460 lbs. Fish.—Manhattan, 4,950 lbs. Poultry and game.—Manhattan, 3,185 lbs.; Brooklyn, 115 lbs.; total, 3,300 lbs.

NEW YORK TRADE RECORD

BUTCHER, FISH AND OYSTER FIXTURES.

MANHATTAN MORTGAGES.

Aronoff, A., 105 Brook av.; H. Brand.
Biermann, N., 4070 3d av.; H. Brand.
Caraller, G., 79 Sullivan; H. Brand.
Dichsers, N., 343 E. 11th; H. Brand.
Freedberg, H., 326 E. 78th; H. Brand.
Gross, K., 652 E. 150th; H. Brand.
Goldstein, J., 132 Monroe; H. Brand.
Greenfeld, S., 61 Pike; H. Brand.
Gatz, M., 75½ Columbus; H. Brand.
Grossman, J., 625 5th; H. Brand.
Kottler, S., 440 E. 74th; H. Brand.
Kusnitz, C., 234 Cherry; H. Brand.
Levy, J., 270 Monroe; H. Brand.
Lasarowitz, S., 231 W. 27th; H. Brand.
Ochsenhaut, K., 331 E. 12th; H. Brand.
Porcella, S., 103 McDougal; H. Brand.
Pizzullo, G., 605 Courtlandt av.; L. Maculino.
Pfeffer, A., 203 Stanton; H. Brand.
Roth, J. L., 96 Willet; H. Brand.
Spindle, S., 641 E. 13th; H. Brand.
Shea, F. & E. Fay, 299 Willis av.; H. Brand.
Schneider, S., 106 Henry; H. Brand.
Schwartz, S., 137 Orchard; H. Brand.
Scime, B., 212 Chrystie; H. Brand.
Wells, J., 1439 Boston rd.; H. Brand.
Weiner, H., 237 W. 27th; H. Brand.
Wolfsohn, I., 148 Monroe; H. Brand.
Zweben, B., 63 Sheriff; H. Brand.

MANHATTAN BILLS OF SALE.

Kaminetsky, S., 183 Stanton; S. Bastomsky.
Rottschild, A., 1524 Amsterdam av.; A. B. Schreckinger.

BROOKLYN MORTGAGES.

Dubroff, Abram & Karl Klimoff, 1425 St. Marks av.; Levy Bros.
Grossman, Ephraim, 143 5th av.; Gustave Selner.
Hoffman, Louis, 190 Floyd; Gustave Selner.
Koenig, John, 384 Marcy av.; Levy Bros.
Kasloff, Sam., 437 Flushing av.; Jos. Rosenberg.
Moskoff, Frank, 507 Myrtle av.; Jos. Rosenberg.
Rudnick, Sam., 725 Coney Island av.; Joseph Rosenberg.
Schmidt, Wm., 283 Reid av.; John Rollman.

BROOKLYN BILLS OF SALE.

Hurney, Josef & Zuzana Kucza, 121 Wythe av.; John Lintner & Sandor Sterblusky.
Stanke, Wm., 598 Driggs av.; Adam Hopp.

GROCER, DELICATESSEN, HOTEL AND RESTAURANT FIXTURES.

MANHATTAN MORTGAGES.

Bieldner, W., 3153 Broadway; B. Maguire.
Deutsch, A., 995 Union av.; H. J. Rose.
Kaufman, N., 1283 Amsterdam av.; W. J. Kabinowitz & S. Koornick.
Karpf, J., 149-51 Broome; O. Nusbaum.
Navarre Hotel Co., corner 38th st. and 7th av.; E. W. White.
Ostoni, C., 62 Sullivan; F. Guglielmo.
Sachs, P. & L., 615 E. 11th; Goldmann-Schweishelmer Co.
Cohen, M. & L. Frank, 165 W. 34th; S. Ershawsky & Bros.
Gehricke, W. & R. Schur, 58 Broad; S. Kaplan.
Giocoumo, P., 254 3d av.; J. Spillo.
Graves, F., 16 Greenwich; Levin Bros.
Grosfeld, H., 72 Rivington; D. Bugum.
Lauretta, B., 78 Mulberry; V. Lopes.
Leider, H. & M., 76 E. 7th; S. Levin.
Oppenheim, J. & J. Ratner, 2812 Broadway; L. S. Abbott.
Raeder, J. & L., 960 Amsterdam av.; I. Heller.
Shall, S., 223 East Houston; S. Gens.
Sternberg, H., 155 W. 26th; J. Goodman.
Wellner, F., 837 8th av.; M. Stern.
Whit, M., 864 3d av.; L. Kaplan.

MANHATTAN BILLS OF SALE.

Bock, W., 67 W. Broadway; R. Nebring.
Gottlieb, W., 165 W. 34th; M. Cohen.
Grosfeld, S., 72 Rivington; D. Bayum.
Lubitz, L., 1431 3d av.; M. Grosser.
Rabinowitz, W. J. & S. Koornick, 1283 Amsterdam av.; N. Kaufman.

BROOKLYN MORTGAGES.

Hachman, Wolf, 670 Belmont av.; Louis Jacobsen.
Kohlman, Henry, 119 St. Nicholas av.; Marcus Kuttner.
Marchisotte, Pietro and wife, 1506 Gates av.; Felice Corso.
Weinstein, Schas., 1840 Park pl.; Sidney Gittler.
Wilson, Chas. F., 648 Myrtle av.; Neil Benson.

BROOKLYN BILLS OF SALE.

Ganzel, Isidore, 308 Stone av.; Max & Zolota Rubin.
Nilsson, John F., 451 Court; Annie Edlington.
Siegel, Abr., 23 Tompkins av.; Etta Siegel.
Vaughan, Edna S.; 9 Union; Antonio Malo.
Von Hassel, Henry, 90 Buffalo; Marie Klausner.
Webb, James H., 826 Fulton; John Lamotte.

